

# How to Show the Plan?

## **Material Need before Meeting:**

- DVD/flipchart/ blank paper
- Annual Report
- Business Card
- Product Catalog
- Haut living
- Home shopping list
- Event Tickets
- DVD or laptop to play if using DVD
- Next Event Flyer

## **Dress code:**

Please dress presentable and professionally. Do not show up in slippers or short. A polo shirt for men and pants is great. If you wear jeans a jacked or top is recommended.

Smell good. No bad breathe

# How to Show the Plan?

## At the appointment:

### Step 1: Ice Breaker ( 2mins – 5 mins)

- Find a connection with your prospect
- You have 2 mins to create a good impression

### Step 2: Purpose of Appointment

Repeat the reason why you are meeting. It is important to know in case of communication difference.

### Step 3: Complete Home Shopping list

- Have it completed
- Count the item on the list and write the total **number (in BOLD LARGE PRINT)** and circle it.

### Step 4: FIND THEIR WHY! ( may or may not be able to get it)

Know they're why. Use trigger question to help stimulate the answers.

Here are some suggestions:

1. If you could change one thing about your job, what would it be?
2. Are you better off this year than last?
3. How much money would make a difference your life on a weekly basis?
4. Have you ever seen these #s before: 1,4,5,28,62? Where do you see yourself?
5. Do you like make-up...health and nutrition?

### Step 5: SHARE YOUR WHY ( 2 mins commercial)

### Step 6 : Share the business

1. Web portal walk thru or(&) Cash Flow Quadrant
  - a. Take a daily essential packet at the product to share with them. Open in front of them and pour it in a cup – let them try it.
2. SHOW THE PLAN – Your Choice ( Push Play/Show Plan/Short Plan)
  - a. Take a daily essential packet at the product to share with them. Open in front of them and pour it in a cup – let them try it.

### Step 7: CLOSE THE MEETING

1. **What do you like best of what you saw?**
  - o Zip it. First one speaks loses
2. **On a scale of 1 to 10 – 1 being not interested and 10 being very interested what would it be?**
  - o Wait – for the answer.
3. Set appointment
  - o Let them choose btw a
    1. 1 on 1
    2. Events
      - Product Events
      - Local
      - UBP