

# Invitation To A Wellness

The focus is on the confirmation of the attendee and not the number of invite you send. Goal is 10 Confirm or more. Ideally to have 2 identical event that way when the guest cannot make it to one date the other is available and worst-case scenario you meet one on one with them. The goal is to sweep the list in one blow and expose the product on your list. Doing this will create momentum with a if the sorting is done properly.

**Highly suggest to get a call workshop going especially if you are brand new with Shop.com**

## Call Pointers

### Event Invite

1. Ask if it is a good time
2. I only have a second, the reason I'm call is I want you help...
3. Edify
4. Ask Availability: What are you doing time & date:
5. The reason for my call is because I WANT TO.....( your reason)
6. You may or may not be interested, either way is fine with me...
7. Location you like to meet - Where and when? – set appointment

**Or use the WHY WHAT HOW APPROACH**

### General Invite

1. Hi, is this a good time to talk?
2. I only have a second. The reason I call is to see if you can help me out.
3. I know you have (Edify them) have great contact or a people person ....
4. What are you doing on (date and time of the event)?
5. The reason why I call is because ....
  - a. General Invite
    - i. *"I am having a fun Wellness Event/Party and I would like you to come. A few of us are getting together to learn more about our health and evaluate some unique wellness and anti-aging products. I value your opinion. Can I count on you to attend?"*
    - ii. *"More people are developing health challenge like diabetic, cholesterol, high blood pressure these days and all of these have become a norm, I feel that there is a way to help many people thru education. I help get more people to understand their current situation I am having a wellness workshop. I like to reach out to more people that way they can learn how to prevent simple health challenges that I feel that can be helped and change. Can I count on you to be there?"*
  - b. For me people that have health Challenges
    - i. "Remember that you told me that you have....., I am hosting a wellness workshop and I like to invite you. I know with what we will talk about can definitely help you in some way down the road if not now. Can I count on you to be there?"
    - ii. "I know you have been looking for something to help you naturally with your health challenges. I though about you as I was sending my invite to my wellness workshop. I really like you to join me, as it has benefit me when I attended it. (share your testimonial) or if you don't have (share someone testimonial). Can I count on you to be there?"
6. What I have may or may not be for you but either way you can point me in the right direction or perhaps refer me later down the road.
7. Can I count on you to be there?

### IF THEY CAN'T COME...

*"I really did want you to be there at this special presentation, but maybe this is better. The two of us can get together and I can show you firsthand the information. What's your schedule like this week? (Would an evening or afternoon be best?)"*