

One of the biggest hurdles for many is not knowing what to say or how to say it. There are many great ideas to help you get over this road block. The best advice is to share from your heart in words that sound like you. Make a script then practice, practice, practice. Call and ask your business partner to be on standby for a conference call when someone says yes!

### **Eric Worre – Go Pro – Social Media / Facebook / Texting Program**

**Text 1:** “Hi Uncle Fred [best friend, etc.]. I just started a new business [new program, campaign etc.] & could use your help; it’s very simple. Please Text me back so I can give you some details.”

**Text 2 after they respond:** “I need 10 trial consumers to give me feedback on my product [program]-a high end shake with 14 plants [AND whole food capsule of 26 plants OR an aeroponic garden to grow your own food]. [Please] I would like you to buy and use the program [for 30 days]- your honest feedback can help me market more successfully. It’s \$117.00 for the shake [or 71.25 for the capsules] including shipping (or it is about \$48 a month to grow your own food). Can I count on you to be one of my 10? [Please] Let me know. [Thank you] Thanks.”

**Or**

**Text 2 after they respond:** "Thank you! Here are the details. I need about 10 TRIAL consumers to give me feedback on our Transform30 program. To help me, I'd like you to buy 1 box of Complete Shake, drink it 2x a day every day for 30 days. Your honest feedback will help me market our campaign more successfully. It is \$125 including shipping. It's delicious. I've been drinking our shakes 2x every day since Sept 30 and enjoy amazing results. Can I count on you to be one of my 10? Please let me know. Watch the short first video on my website. <http://transform30.com> (insert your personalized site here)"

For GenY (20 – 35 years old) you might send this video instead or in addition  
<https://m.youtube.com/watch?v=lakC0yIIHM8>

**Or**

#### **Text 2**

“I need 10 trial consumers to give me feedback on Transform30 – a cleanse and rejuvenation program using a high end shake and whole food capsules. [OR an aeroponic garden to grow food]. If you want any of these results - to improve your fitness, have more energy, reduce cravings and experience less stress, this program might be a great fit for you and it will save you money probably as it has done for me. [Please] I would like you to buy and use the program [for 30 days]- your honest feedback can help me market more successfully. It’s \$6 a day for the full Platinum program where you do 2 easy meals with a delicious shake and also whole food capsules that replace any vitamin regimen. We have some other options as well, the Gold and Silver options. I’ve tried the Platinum and have gotten incredible benefits myself. Now I need a larger test

market. Watch the short first video on my website. <http://transform30.com> (insert your personalized site here)"

Can I count on you to be one of my 10? [Please] Let me know. [Thank you] Thanks."

### **A few GenY suggestions (from Jake Kelly):**

#### **For the product:**

Hi\_\_\_\_\_

Hope you are doing well! (Make it personal - maybe a few words)

I am starting a new business/program/campaign (whatever you want to say) and I need your help.

Let me know if you are open to hearing more and I can send you some info.

That's it! Just send that out. You will probably hear back from a few people who want more info.

#### **So then here is what you send:**

Awesome! Thank you so much! I am looking for 10 participants to give me their feedback on our program and I would love to have you as one of them because I value your opinion. Here is a short video explaining the program:

<https://www.dropbox.com/s/trt2qya5w1wt29m/mitra%20ray.mp4>

I would love to know what you think!

This is so easy and quick. So many people will want to help you and will be flattered that you asked them. They can just start on the shake, or do the full program. Also, as part of their participation, you will ask them to watch a longer webinar by Mitra on t30 and why it's important:

[http://www.youtube.com/watch?v=RFxTZ\\_INlcY](http://www.youtube.com/watch?v=RFxTZ_INlcY)

**For the Biz: Examples of How to Invite Someone to Take a Look at Your Business**  
**The most important things are to compliment them and keep it SHORT. When they respond that they want more info or are willing to take a look and tell their friends, I send a short biz video.**

#### **When you feel like you can ask them directly:**

*(Of course, you will need to change this into your own words)*

#### **Example:**

Hey Danni!

So freaking excited for your engagement!

I've been meaning to reach out to you because I'm expanding my business and I'm looking for a few new team members. Not sure what you're up to in terms of work right now, or if it's something you'd be interested in, but I just think you're so great and

creative and it might be a good fit. Let me know if you're interested and i can send you some info. If not, no worries! Just thought of you:)

**When you don't feel comfortable asking them directly:**

Maybe they have said no in the past, or maybe you don't know them very well.

**Example:**

Hey lady!

Hope everything is going great for you what color did you pick for your car? I'm reaching out because I'm expanding my business and I'm looking for a few new team members. I know you've already got a lot going on and it might not be for you, but I was wondering if you know anyone who is looking to earn some extra income. I always admired your work ethic and passion and figure those are the kinds of people you surround yourself with! Let me know if you can think of anyone and I can also send you a short video to give you an idea of what we do/who we are looking for. If not, no worries at all!

Real examples:

Hey Kristina! I've been meaning to talk to you about something, but I haven't had a chance at work with it being so busy. I just started working with a network marketing company and I know you have been doing Jamboree nails, I don't know if you are interested in working with another company or not, but the one I just started with helps people with their health and fitness, so it seems like it would be right up your alley. Plus, I think you would be great at it because you are so passionate about helping others on their fitness journey, plus it would be so fun to work together! If you are interested, I can send you some info? If not, no worries, just thought of you. Hope your assessments go well this week with spin! See you tomorrow

Hey Megs! It's been awhile since I've talked to you...4th of July I think? I actually have been thinking of you because I am starting a new program that I think you would love. You start with 30 days eating clean and using whole food products. It would be fun if we did it together...I've gained a couple pounds since the wedding. If you're interested, I can send you some more info? If not, no worries, just thought of you. How is the knee doing? Still balling up guys at the park?

**What to say next ...**

**Closing with an ABC style. The message is:**

- A. You can do nothing.**
- B. You can take the product with me.**
- C. Join my team.**

**or- with high energy & humor** “So, are you in or out?”

In, great! Let’s meet with my partner X. Let’s call & schedule an appointment now.  
Out, thank you for taking the time to hear about it. Do you know anyone that this might fit?

Please consider being part of my market test. It would really help me a lot. I need 10 trial consumers to give me feedback on my product [program]- a high-end shake with 14 plants [and whole food capsule of 26 plants]. [Please] I would like you to buy and use the program for 30 days- your honest feedback can help me market more successfully. It’s \$117.00 for the shake [or 71.25 for the capsules] including shipping. Can I count on you to be one of my 10? Please Let me know. [Thank you] Thanks.

**Response: They need more information.**

Let’s watch this video together [pick one from <http://youtube.transform30.com>] or let’s talk to my partner X.