

The Right Questions to Lead People to Isagenix

Follow these examples, but don't be afraid to personalize them with your own stories. Remember **FORM: family, occupation, recreation, and money**. These are the areas most people want to improve in their lives, so you'll want to explain how becoming an Isagenix Independent Associate could help in those specific ways.

ANSWER COMMON QUESTIONS WITH AN ISAGENIX TWIST

These are a few typical questions you might get from neighbors, acquaintances, family members, or friends. Transform these casual interactions into business opportunities by bringing up your business or Isagenix naturally in conversation.

1 When They Ask...

- "What have you been up to lately?"

You Can Say...

A. "I just started my own business! I'm working with an amazing team of people who are helping others get out of debt and generate an additional income. I'm looking for anyone who wants to get healthier and earn an income while becoming the best version of themselves. Do you know anybody who might be interested?"

B. "I'm working with a really successful individual, _____ (person's name), who introduced me to an amazing health and wellness company. I've been using their system for _____ (number of days/weeks/months) and have experienced _____, _____, and _____ (your personal results). They showed me the business side, too, and I realized it's an incredible financial opportunity!"

"I'm going to run with this. Do you know anyone who would be interested in joining me?"

C. "I'm working with a really successful individual, _____ (person's name), who introduced me to an amazing health and wellness company. I've been using their system for _____ (number of days/weeks/months) and have experienced _____, _____, and _____ (your personal results). They showed me the business side, too, and I realized it's an incredible financial opportunity!"

2 When They Ask...

- "What's the business/company?"

You Can Say...

"Isagenix is an amazing company that's headquartered in Gilbert, Arizona, but is being shared by thousands of people all over the world. They make high-quality wellness products that work well and fit your lifestyle, and they help people experience Results You Can't Get Anywhere Else™."

3 When They Ask...

- "Do you have more information?"

You Can...

Send them to IsaMovie.com to watch a video or two about Isagenix and our solutions. Encourage them to click around, and set up a time when you can follow up.

Be sure to share IsaMovie from your personal Isagenix website in case your prospective new Customer decides to purchase a pack right away. That way, the credit for the sale will go to you!



EXAMPLE QUESTIONS TO ASK PROSPECTIVE NEW CUSTOMERS

By asking the right questions, you'll be able to broach the subject with a prospective new Customer and gauge their interest in the Isagenix opportunity. Wait for their answer, and tailor your response to what they say.

1 Ask Them...

- “How’s your job going?”

Follow Up With...

“Would you like the chance to earn an additional income on top of what you make at your regular job? In just _____ (number of days/weeks/months), I’ve _____ (your authentic experience)!”

Once you’ve told them your story, send them to [IsaMovie.com](https://www.isamovie.com), and set up a time to talk more. If you haven’t made an income with Isagenix yet, share a story from a team member or your Sponsor instead.

2 Ask Them...

- “Have you heard about all the companies that are closing? Does that concern you?”

Follow Up With...

“I used to worry about it, too, but I don’t have to anymore! I’ve found something that allows me to add to my retirement savings, something I feel really great about investing my time in.”

Then tell them your story or the story of a teammate, and send them to [IsaMovie.com](https://www.isamovie.com).

3 Ask Them...

- “Do you ever think about the health and wellness obstacles we face every day?”

Follow Up With...

“Luckily, I don’t worry about that anymore. Isagenix has made a no-compromise commitment to the quality of their products and ingredients.”

Then tell them your story or the story of a teammate, send them to [IsaMovie](https://www.isamovie.com), and set up a time to talk more.

4 Ask Them...

- “Does your company treat you well?”
- “Do you get to set your own schedule or work from home?”

Follow Up With...

“I’m sorry to hear that. Well, I have something I think you’d be great at! You get to set your own hours, and your level of success is up to you. Do you have some time to talk about it tonight?”



“That’s awesome! Have you ever considered a chance to earn an additional income on top of what you already make?” **Then, tell them your story or a teammate’s story, and set up a time to talk more.**

“Good! I’m glad to hear that. How do you envision your future with your current company? I loved my previous job, too, but I didn’t like the feeling that I was working toward someone else’s dream. Now, I feel like I’m working toward my own! Would you be interested in learning more about what I’m doing?”

3 WAYS TO ASK FOR REFERRALS

You want to be direct about what you’re looking for, as this will give you the best chance at success. Don’t be afraid to ask for referrals upfront! Try one of these approaches.

A. “We’ve been friends for such a long time — maybe you can help me! I just started my own business, and I’m looking for team members who want to transform their life. Do you know anyone looking to become the best version of themselves?”

B. “I really respect your business skills and success. I just started a business of my own, and I’m looking for motivated people who want to transform their life and earn some extra money while doing it. Do you know anyone who fits that description?”

C. “I came across a business opportunity I’d love to get your opinion on. Do you have some time tonight around _____ (time)? It’ll only take about 20 minutes! Great. Talk to you later.”

PEOPLE TO CONSIDER APPROACHING

Often, it’s easiest to approach people who are already part of your wider social circle. This list is a great jumping-off point as you brainstorm potential team members.

- Real estate agents.
- Hair stylists, aestheticians, and massage therapists.
- Nutritionists.
- Insurance agents.
- Restaurant owners and workers.
- Dental hygienists and dentists.

Steps to Follow During the Call

1. Introduce Isagenix.
2. Share your personal Isagenix story and why you’re so excited about this opportunity.
3. Play “The Isagenix Advantage” video.
4. Share a product success story.
5. Play “The Next Entrepreneur” video.
6. Share a business success story.
7. Help them sign up!



THE CLOSE

1 Ask Them...

- “Do you have enough information to make a decision today?”

If they say yes to the products only, follow up with...

1. “Are you interested in a healthy lifestyle, weight loss, or performance benefits?”
2. “How much money do you have to invest in your health? OK, in that case, here is the pack I would recommend.”

2 Direct them to the right system or pack while showing them the pack comparison sheet.

- Weight Loss Ultimate Pack — **about US\$36/day.**
- Weight Loss Value Pack — **about US\$19/day.**
- Weight Loss Premium Pack (30-Day Premium Pack) — **about US\$13/day.**
- Weight Loss Basic Pack (30-Day System) — **about US\$9/day.**

3 If they say yes to the business opportunity...

Ask your new Member if they would like to learn how to get paid for sharing Isagenix products with others. Let them know that in order to help them succeed, you're going to ask some additional questions, which are listed below. As you ask these questions, dig deeper into each answer to learn more about your new Member and their goals and reasons for wanting a life change.

1. “What do you do for a living now? Do you enjoy your work?”
2. “What would your ideal life look like if you could design it?”
3. “How much money do you think you'll need to achieve that ideal life?”
4. “How much time do you have per week to achieve those goals?”
5. “On a scale of 1 to 10, how committed are you to achieving your goals?”
6. “I want to help you achieve your goals. In my experience, taking focused action quickly is the best way to start. Will you write down the names of the top 10 people you think might be interested in doing this with you and get your list to me by tomorrow? Think of people who have a burning desire to live the life of their dreams or people who are dissatisfied with their health or financial wellness situation.”

Work with your new Member to create a list of the top 10 people they think may be interested in doing this with them.

LET'S GET YOU ON THE PATH TOWARD RESULTS!

