

## DO - GET THEM STARTED

"What did you like best about what you saw on IsaMovie? I know when we spoke last, your goals were \_\_\_\_\_, and I know this system can really help!"

**THEY RESPOND.**

"On a scale of 1-10, with 10 being totally committed, how committed would you say you are to achieving \_\_\_\_\_ *(enter their goal)?*"

**THEY RESPOND.**

"When you achieve your goals, what are some things you'd be able to do differently that you can't do right now?"

**THEY RESPOND.**

"Why is this so important to you?"

**THEY RESPOND.**

"Are there any questions I can answer for you?" *OR* "What are some other questions I can answer for you?"

*(Answer their questions quickly, and move into the next line.)*

"Would you like me to make a recommendation for how to get started?"

**THEY RESPOND.**

"Based on your goals, I would recommend our Value Pak, which breaks down to as low as about \$19 per day. If you follow the system, this pak will replace two meals a day for you and includes so much more!

If this system works within your budget, this is hands down THE BEST recommendation. It's \$589 for your first 30 days, then you drop down to a more basic pak from there.

If you want to see everything that is included with this pak, you can see all the products and a brief description here: [\[LINK TO THE PAK PAGE ON ISAMOVIE\]](#).

Does the Value Pak sound like it would work for you?"

**THEY RESPOND.**

**IF NO:**

"I completely understand! Do you want to take a look at the other pak options available? There are many price points and combinations available. You can look at the options here: [\[LINK TO THE PAK PAGE ON ISAMOVIE\]](#). Let me know which one would fit for you!"

**IF YES:**

"Great! Do you feel like you have enough information to get started today?"

**Pro tip:** Ask for the order, and then say no more. If you try to give too much information at once, you may overwhelm them.



## DO - IF THEY'RE UNSURE

### IF THEY ARE NOT READY FOR ENROLLMENT:

**YOU:** "I completely understand that you may be hesitant to get started, I was the same way! Can I ask you a few more questions to see how we can reach your goals?"

**THEM:** "Of course!"

**YOU:** "What is your ultimate health goal?"

**THEM:** "To lose 20 pounds."

**YOU:** "What are two to three areas of your life/body where you would like to see these results?"

**THEM:** "My arms and my legs."

**YOU:** "Why?"

**THEM:** "I've been so uncomfortable with my arms and legs that I've stopped wearing T-shirts and don't feel comfortable enough to wear a dress or shorts."

**YOU:** "How long have you felt this way?"

**THEM:** "Probably about three years."

**YOU:** "Sounds like it's time to make a change! Do you have something coming up to work toward?" *(If they don't have something to work toward, ask them if they want to commit to a long- or short-term goal.)*

**THEM:** "My daughter is getting married in October, and I would love to wear a short-sleeved gown at her wedding."

**YOU:** "How would you feel if you achieved your goals by then?"

**THEM:** "I would feel incredible! I would be dancing up a storm like I haven't done in years!"

**YOU:** "How would you feel if you didn't achieve this goal by her wedding?"

**THEM:** "I would be disappointed in myself and feel uncomfortable on her big day."

**YOU:** "I'm glad we're having this chat. After taking another look at your goals, do you feel ready to take another look at Isagenix?"

If at ANY point they say "no" or do not want to continue the conversation - that's OK! Tell them "thank you for taking the time" and keep them on your list to circle back with them down the road. Timing is everything, and you never know when someone will realize they really do need what you have to offer.

## DO - ONCE THEY'VE JOINED

**YOU:** "Do you know two people who would want to do this with you?"

*(Let them answer.)*

**YOU:** "The reason I ask is because Isagenix rewards its Customers for referring new Customers. So, if you help \_\_\_\_\_ and \_\_\_\_\_ get started and meet certain conditions, you could earn up to \$900 back. How awesome is that?"

*(Show them [You Share, They Share, Repeat™](#).)*

**YOU:** "If I showed you a system that could help you share Isagenix with \_\_\_\_\_ and \_\_\_\_\_, would you be willing to give it a try?"

*(Show them the [Say, Share, Do](#) page at [IsagenixBusiness.com](#). Then take them through the [New Member Checklist](#).)*

