

## DO – GET THEM STARTED

“What did you like best about what you saw on IsaMovie? The products or the business? I know when we spoke last, your goals were \_\_\_\_\_, and I know this system can really help!”

### THEY RESPOND.

“Before we talk more about Isagenix, I want to take some time to learn more about your goal. What are two to three areas of your life/body where you would like to see these results?”

### THEY RESPOND.

“How long have you had this goal?”

### THEY RESPOND.

“Sounds like it’s time to make a change! 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.

“Why is this so important to you?”

### THEY RESPOND.

“How would you feel if you achieved these goals in the next 90 days?”

### THEY RESPOND.

“How would you feel if you did NOT achieve these goals?”

### THEY RESPOND.

Tell a story about someone in the community (it can be ANYONE, including YOU) that they remind you of. 30 seconds TOPS!

**Pro tip:** Memorize the story well so you can keep this part brief and keep the conversation flowing.

“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 the goals you shared, there are two paks I would recommend. One breaks down to about US\$9/CA\$10 per day, while the other breaks down to about US\$19/CA\$21 per day. Remember, with both packs, you’re having two meals a day provided for you.

The US\$9/CA\$10 per-day pak is a basic system that still gives you the products you need to have a great experience. It’s US\$272/CA\$298 with a US/CA\$29 membership fee, which gives you wholesale pricing for a year plus tax and shipping.

The US\$19/CA\$21 per-day pak, however, is my highest recommendation and would be great to help you reach the goals you shared. Not only does it include the products in the basic pak, but it also comes with products that can help you achieve a lasting transformation.

You’ll get a box of bars which you can use as snacks, Whey Thins™/Harvest Thins™, which are a high-protein savory snack so you can snack without the guilt; a canister of Isagenix Greens™, which has phytonutrients from over 30 different kinds of vegetables; a box of womens/mens vitamins; a box of e+™ Energy Shots; a beautiful travel blender; a \$75 event coupon; a product coupon for \$25 off your next order; free one-year membership; and two free membership certificates to gift to your friends.

This system is called the Value Pak, so if you really want to do it right, and if it works within your budget, this is hands down THE BEST recommendation. It's US\$589/CA\$639 for your first 30 days, then you can drop down to a more basic pak from there.

Which sounds like the best fit for you?"

\*As an example. Needs will vary based on their goals.

## THEY RESPOND.

### IF NO:

"I completely understand! Do you want to take a look at the other available pak options? There are so many price points and combinations. 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.

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 ask them if you may 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:** "Who are two people you know who would want to do this with you for sure?"

(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 US\$900/CA\$994. 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](#).)

