

Imagine Your Ideal Life



- This is a tool to give your prospects that they can take with them. Print it out. Have them take notes on it. One way to begin a conversation with current customers:
 - “I’m looking to grow and expand my business in your area. Do you have a few minutes? I’d love to walk you through who I’m looking for.”
 - Listen generously this entire time. Take the time to truly get to know them. Ask discovery questions and let them do most of the talking about themselves. It’s important to identify pain points. Use these questions as guidelines:
 - “If there is something you could change about your health, what would it be?”
 - “How would your life look if that changed for you?”
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1 YOUR OWN VIRTUAL STORE

- Walk your prospect through the bullet points and show them how simple it is.
- Emphasise that the business can be done anywhere in the world if they have a smartphone, laptop, or tablet. Help them visualise their dream life.

2 OPPORTUNITY AWAITS

- Paint the picture that your prospect can capitalise on the growth in each one of these trends. They are in the right place at the right time. Connect the Isagenix opportunity to their current situation.
- Teach your prospect how to redirect money they’re already spending in these areas and how it will help them create their ideal life. Opportunity awaits in the profit already accumulating within these industries.

3 THE COMPANY

- This section is not meant to tell your prospect all the countries Isagenix operates in or that this is a start-up company. Have your prospect recognise the importance of having a global business with a rapidly growing, profitable company that’s been around since 2002 with a rock-solid foundation.
- A lot of things happening in the world (e.g., natural disasters) can make one demographic unable to function. A global business allows you to expand and protect your assets from worldly disasters paralysing certain demographics.
- A common objection is not knowing enough people. The Isagenix Opportunity is about who you know, who you’ll meet, who they know, and who they’ll meet.

4 SIMPLE, PROVEN, NATURAL

- Queue your prospect to the QR code to view all the products and emphasise the importance of redirected spending.
- The reason the industries in section 2 are growing is because we’re all spending money. There is an incredible demand for all of these areas.
 - “How much money are you and your household spending in these areas?”
 - “Who do you know that’s spending money in these areas?”
- This system is so simple. It’s redirected spending. That’s how you create your ideal life and branch out globally. All of these markets in section #3 are spending their money here. It’s about who you know, who you’ll meet, who they know, and who they’ll meet.



5 BUILD & LEVERAGE COMMUNITY

- Have your prospect conceptionally see the importance of knowing people who know people and how they can get paid from the efforts of other people. Do not get into the numbers because that's not the goal.
- Highlight the colours of who they personally enrol. Let them know they're not responsible for sponsoring everyone to build this income, but only the four people in grey, yet are paid for the 13 people in their organisation.
 - “Who are two people who would buy products in any of the targeted solutions?”
- Help them visualise how they build leverage in this Opportunity.

6 HOW TO EARN INCOME

- Walk your prospect through the different ranks but keep it simple. Show them what to do and to show other people what they did. Duplication is key.
 - “How much additional income would you like to create in your home right now?”
 - “What number would be significant to make a difference in your life?”
- Get a calculator, and calculate weekly cycle pay based off their response. Show them the money and how it can be attainable. Emphasise they will not do it by themselves, and they're not alone. Have them write it down and circle their desired rank.
 - “Can I coach you according to the income you would like to make?”
 - “Can you think of anyone who would also be excited by these numbers?”

7 GETTING STARTED

- Excite the prospect to “Isagenix-ize” their home. They will save money making their own purchases. Show them the product catalogue and start with the packs.
 - Get started with the products and become a product.
 - Learn the system.
 - Start sharing with others.