

# SYSTEM 1

## HOW TO FIND & ENROLL YOUR FIRST 10 CUSTOMERS

### 1. KNOW YOUR WHY.

- › Why did you decide to start on the products?
- › If time and money were of no issue, what would you be doing?
- › Why do you want to create more choice for you / your family?

### 2. WRITE A LIST

- › Of 10 x Family & Friends that are closest to you
- › Tell them why you're doing what you're doing
- › Ask for their support.

### 3. SOCIAL MEDIA POST

- › Share your journey and experience.
- › Create curiosity amongst your social circles.
- › Use example post below

"I've been watching my friend (tag your sponsor here) for a while now and have been inspired to make a health change myself, because I'm tired of feeling \_\_\_\_, \_\_\_\_ and \_\_\_\_\_. I'm starting in a few days and would love to do it together with some friends who are keen to feel better so we can keep each other accountable. We get our money back if it doesn't work so we win either way. Who's up for looking and feeling their best?"

### 4. WRITE "FAST START" LIST.

Write your "Fast Start" list - all the names you can think of that you know in your immediate circles. The more names you can think of, the stronger start you'll have, however list 40 to start with.

#### Some ideas of people you may know to get you started below

- Family members
- Best Friends
- Gym buddies
- Sports team
- Hairdressers/services
- Work colleagues
- Neighbours
- Mums groups
- Wedding guest list
- School friends

**Send the below text to all the names on the list** (Facebook Messenger, Instagram DM or Text etc)

### 5. SEND MESSAGE TO LIST

"Hey \_\_\_\_, I hope you've been well! I don't know if you saw my post on Facebook however I've started a new health journey with a few friends as I'm ready to (mention your goals). I've seen some epic results and am ready to feel like myself again. I'm looking for accountability buddies to make it fun, would you be keen to try it with me? PS. We get results in 30 days or our money back. I'm so excited! What do you think?"

### 6. IF THEY SAY "YES"

- › Add them to your Team Page and tag them in a relevant post.
- › Reply to them authentically when they reply "yes", "What is it?" or "Sure, tell me more"

"I'll add you in to the page I'm in. It's called (Your Team Page) and it's where you can learn more about Isagenix, the system we'll be using, in your own time and space. I will tag you in a post as its a short video that gives a great overview of everything. I'll touch base with you in the next 24 hours to follow up to see if you have any questions!"

#### WITHIN 24 HOURS FOLLOW UP WITH ›

"Hey \_\_ Hope you're getting the info out of the page you need! What do you like best about it so far? Any questions?"

#### THEY ANSWER ›

"On a scale of 1-10, (10 being you're ready to get started) where are you?" (p.s. objections are great!)

Regardless of reply, get them onto a 3 way connect call/zoom with a leader to help you overcome an objection or answer any questions.

To make it easier for you, use the simple Powerful Intro Template on the right »

### POWERFUL INTRO TEMPLATE:

#### REPLY TO THEIR SCORE OUT OF 10 WITH ›

"Fantastic, look I am only new to this so I would love for you to talk to my friend \_\_\_\_, they will be able to answer that for us /explain that to us and it will help me learn too. My friend \_\_ has been involved / earned / achieved / lost X amount / is a mum/gym junkie/athlete/wanting to look after their inner health etc, however what I love most about (Sponsor) is (whatever you personally love about them). I know (Sponsor) is super busy, however I know if I chat to her about you she would give us 10 minutes of his/her time. What are two times in the next 24hrs you are available?"

#### Organize call / chat and follow below:

- First, re-edify your Sponsor/Upline expert
- Then, introduce your Prospect to Sponsor
- Lastly, repeat the question/objection your prospect had that they want answered.