

“The Fortune Is In The FOLLOW UP”

Ask yourself these questions regularly and answer them honestly. WITH NO EXCUSES!

- 1. Am I contacting enough NEW people weekly to have follow up calls booked regularly?**

If not “WHY”? (get to the root, the core) What are you afraid of?

Most people don’t follow up because they make assumptions right away of that person not having an interest. CHANGE YOUR THOUGHTS CHANGE YOUR RESULTS!

Maybe you are shy to edify your leader onto the call. TRUST ME, you can’t say the wrong thing to the right person who is looking for another way to create abundance in their lives

I recommend to be prepared to edify your leader to the call so it sounds professional and proper edification will keep the attention of your prospect.

- 2. Are you serious when you are booking your follow up calls with your prospects?**

If not, you are probably treating Max like a hobby and people will recognize this in your conversations and they are not showing up.

ASK for COMMITMENT with your prospect – don't assume people are just going to show up.

You can say something like,

Joe,

We are in serious momentum in building our powerful team, how serious are you in evaluating Max as a vehicle to create abundance for your family?

Hey Jane,

We are touching many people's lives in 5 countries with this breakthrough product? How serious are you in evaluating a product that will literally make a difference in your life and all the people you love and care about. I'd like to introduce you to

(find someone who is very product oriented)

One of my successful partners who has a nursing background/ nutritionist back ground/who is a naturopath doctor/

This is a script that I got a few years ago with lead calls.

STEP 1: PREVENT CANCELLATIONS

AFTER SETTING THE FOLLOW-UP APPOINTMENT SAY:

"I WANT TO ASSURE YOU, [PROSPECT NAME] THAT NOTHING PERSONAL NOR PROFESSIONAL WILL KEEP ME FROM THIS APPOINTMENT. I VALUE YOUR TIME AS WELL AS MY OWN AND I AM VERY SERIOUS ABOUT THE SUCCESS OF MY BUSINESS. LET ME ASK YOU, ARE YOU THE TYPE OF PERSON WHO KEEPS YOUR APPOINTMENTS?" (THEY ALWAYS SAY YES).

"GREAT! I REALLY APPRECIATE THAT. IF AN EMERGENCY DOES OCCUR AND YOU ARE UNABLE TO KEEP THIS APPOINTMENT TIME, PLEASE CONTACT ME RIGHT

AWAY TO RESCHEDULE SO THAT I MAY GIVE THIS TIME SLOT TO SOMEONE ELSE.
MY HOME OFFICE NUMBER IS: _____”.

STEP 2: VERIFICATION EMAIL

IMMEDIATELY AFTER THE INITIAL INTERVIEW AND SETTING UP THE APPOINTMENT, SEND A BRIEF EMAIL WITH ANY CONFERENCE CALL NUMBERS OR WEB SITES THAT YOU GAVE THEM AND RESTATE THE FOLLOW-UP TIME AND DATE. KEEP IT SHORT AND TO THE POINT AND UP BEAT.

STEP 3: FOLLOW-UP PHONE CALL

CALL AT EXACTLY THE TIME YOU SAID YOU WOULD. ASK IF THEY ARE AN A, B, OR C.

A.)READY TO GET STARTED B.)LIKED WHAT THEY SAW BUT HAVE SOME QUESTIONS C.)NOT FOR THEM

IF AN A – TAKE THEM TO ENROLLMENT PROCESS IMMEDIATELY THEN 3-WAY THEM TO TEAM LEADER AND INTRODUCE THEM AND SCHEDULE THEIR TRAINING.

IF A B – FIND OUT WHAT THEIR QUESTIONS ARE. FOR EACH ONE SAY, “IF WE CAN ADDRESS THAT TO YOUR SATISFACTION IS THERE ANYTHING ELSE PREVENTING YOU FROM GETTING STARTED RIGHT AWAY?” DO THIS FOR EACH QUESTION/OBJECTION AND WRITE THEM DOWN AS THEY TELL YOU. THEN GET THEIR QUESTIONS ANSWERED ASAP. THE BEST WAY IS VIA A 3-WAY CALL OR TAKE THEM TO ANOTHER CONFERENCE CALL OR TO THE NEXT STEP IN YOUR INFORMATION PIPELINE.

IF A C – ASK THEM IF THEY’D LIKE TO SAMPLE THE PRODUCT OR GET STARTED AS A CUSTOMER. IF NOT, THANK THEM AND MOVE ON! SW-SW-SW-SW....NEXT!!!!

SOME WILL, SOME WON’T, SO WHAT, SOME WAITING....NEXT!!!!

3. Are you properly edifying your leadership on your follow up calls?

It is up to you to set the stage for the connection with your leaders and your prospect. In return your leader will help you to powerfully share the vision of Max and edifying your leadership back.

4. Are you using a system to book your leaders to do calls with you?

Catching leaders on the FLY will not be very effective for your business.

5. Am I organized with my contact list?

It is easy to overlook things when we don’t have a sheet, agenda for your daily follow ups. ASK your leader if they

have prepared sheets for follow up? If not get creative making one then share it with the people in your team.

6. Would I be successful sponsoring myself in the business?

In order for things to change, we need to change.

FYI -Fix Yourself Immediately. The greatest leaders are always the greatest students.

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