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Sign-Up Script

(This would be used after the Prospect has received their Decision Pack)

If you do not have pre -set appointment with the Prospect when they call you, and they want to learn more, use this script so you can get your mentor on line with you.

“Great,_____ . Have you finished reviewing the Decision Package? Great! Let me get your telephone number and I will call you back. I have an outline to cover with you. It goes over everything and it should answer all of your questions. It will take about 20 –30 minutes. I can call you back in about ____minutes(or tell them when you are available). Will that time work for you? Great, talk with you then!

Note! If you call your prospect (or they call you) and it i s a good time for all.....it’s very powerful to do the presentation immediately. This keeps the sense of urgency and the prospect is excited.

Now, read this script to them (your goal is to build rapport: be positive, excited, emotional and passionate about what you are offering while you are reading the script.)

Hi, is ___ there? Hi,_____ this is _____ from the Elite Work from Home Program. We have an appointment to talk now, is this still a good time? Great! I have an outline to cover with you. The outline will go over everything about our company, products, how we make money.

- 1. Are you currently working?**
- 2. What kind of work do you do? (Or have you done before?)**
- 3. Are you married, do you have kids?**
- 4. Have you ever owned your own business before? If yes what was it?**
- 5. Are you looking for part time or fulltime and how much income are you wanting to make. How many hours can you give your business?**

The company that I work with is called Herbalife International. Have you heard of Herbalife yet ?

(yes) Great! Oh have you tried the products? Do you know someone on our products? What do you know about us?

(no) Well let me fill you in

.....

Herbalife is the #1 Health and Nutrition Company in the world. We are well known for our weight loss program! We have been in business for over 23 years, we are in 59 countries so far and we have helped over 40 million people get results with our products. Herbalife is based in Los Angeles & I am an Independent Distributor in _____. Herbalife has gone from \$190 million in business to about \$2 Billion a year in just the last 10 years. What's exciting is that Herbalife is on track to hit \$5 Billion a year within the next 3-5 years! That means 75% of our growth has not taken place yet. Most people have not tried the products yet, joined the company or even heard the name Herbalife.

This can all be predicted because of the Baby Boomers. They are the ones who have dictated the economy for the last 20 years. They are responsible for the housing boom of the 70's, Gerber baby foods, Fast food industry, SUV's, personal computers and the Internet. They are at their peak earning years and what they want now is anti aging products, weight loss programs and Wellness products. We are positioned to take advantage of all of that. Especially with 66% of Americans overweight. I am sure you have heard that statistic all over the media. Not to mention the #1 killers in America are Heart Disease, Cancer and Stroke and 70% of those are diet related.

In fact it's really exciting because Herbalife is a proven company with a plan in place to help with all of this. What is exciting is that Herbalife has a new CEO, Michael O. Johnson, who was formally the President of Disney International. Have you heard of Disney? Well he helped take Disney from a few billion in the 1980's to the mega billions it is now! He also brought aboard Matt Wisk who is now the head of our Marketing. Matt Wisk was with Nokia (cell phones) and took them from a company no one heard of 5 years ago to almost the largest cell phone company out there. On top of all that we have the top scientist on our medical advisory board. Starting with Dr David Heber, well known scientist and author on nutrition, and a Nobel Prize winner Dr Lou Ignarro who won a Nobel prize for his study of Nitric Oxide for the cardio vascular system and created NITWORKS and now is developing products exclusively for Herbalife in our new Mark Hughes Cellular and Molecular Nutrition lab on the campus of UCLA.

There has never been a better time to be involved with Herbalife! Our part-time people are earning between \$500-\$1,500 a month and our full-time people are earning \$3,000 and up!

Let me tell you about our products. All of our products help people “look good & feel good” and because 66% of Americans need to lose weight, our most popular product line is our weight loss products. Do you need to lose or gain any weight or have any health issues? Have you tried other programs? How did they work for you? (Tell your weight loss story or a similar story according to the amount of weight they would like to lose or health issue.) Well you are going to love the results you get on our products!

Beyond weight loss, we also have weight gain products, nutrition & energy products. And we also have specific products to help people with things like high blood pressure, high cholesterol, asthma, allergies & sinus problems, PMS, menopause, digestive disorders, or joint pain. You name it and we have a natural product for it. We even have natural “outer nutrition” products to help you look as good as you feel. Do you have any questions about our products?

Now let’s talk about how you’ll make money. There are two ways. First, we help you develop a small retail base of customers (10-15) who order the products month after month. There is no door-to-door sales, no telemarketing, and no cold calling. We actually have systems in place where people will contact you for our products. We’ll teach you exactly what to say to these people and how to take their orders, follow-up etc. In fact, it’s amazing how quick we can build your customer base. Once you get one customer who loses 20-30 pounds, people notice and then they want the products as well.

The second part of our business is when you teach others how to make money and build a small retail customer base. There is good income in the retailing of the products, about \$500-\$1500 a month; but there is a remarkable income potential when you learn how to build a team of Distributors working with you. Our recruiting system finds people like you and I who are looking for extra money and a home-based business. When you teach someone to make money you get paid a small percentage from Herbalife from the business they do. Like an author or musician who gets a royalty income, which is a percentage of each book or CD sold. What’s great is you can teach as many people to do this as you want. That is how the people in (booklet, Video, CD, DVD depending on what they have viewed) are making the incomes. If you need to make a larger income we can and will teach you both right away. It is a screening process that allows

you to work with only serious people locally and all over America and even Internationally if you'd like.

Lastly, we have an incredible Support and Training Program to teach you exactly how to build your business step by step. There are telephone conference calls, 24 hour online training on our Business Center, live local trainings and of course working with me.

Now, what does it take to get started? We have a package that puts you into business right away.

First, you will receive your registration with Herbalife. This allows you to operate in all 59 countries and gives you the ability to start making money immediately. You will receive a set of training manuals from Herbalife, you also get a set of videos to train you on the products and the Business. You will gain access to our Business Center and able to get on our live training conference calls. And I will personally work with you as needed to achieve your goals.

You will also get a Training ticket to one of our live training seminars close to you.

Your next training in your area is (have the schedule in front of you so you can give them the date immediately)

Also you are going to receive some products for your own personal use. This is important so that you can feel the results of the products. This will help you understand why our products are so incredible. You will also receive our exclusive patented product developed by Nobel Prize Winner Dr Lou Ignarro "Niteworks".

So this is the package that puts you into business. This package is only \$299.00. We can ship that out _____. Are you ready to get started so I can ship your package out immediately? How would you like to pay for that?

Congratulations!

Ok let me make sure that I have your correct mailing address. I have got (verify address) is that correct?

Now we want to get your training started immediately so while you are waiting for your package I have a couple of things I would like for you to do.

There is a information call for you to listen to with your spouse. This call will help you understand more clearly the information I just covered with you along with allowing you to hear for several other Herbalife Distributors and what has happened to them with the products and the business opportunity. The call in number is

_____.It is pre-recorded so you can call at your convenience.

I am also going to send you via email access to our Business Center. I need to verify your email address. This is our online training site where you can order your own Product and Work From Home websites. You are going to receive you login link, your username and passcode via email. Once you enter the site click on the GETTING STARTED icon on the left side on the screen and follow the training steps so that when you receive you Business Package you will be ready for your next step. This a 30 day free Membership to the Business Center. They will ask for a credit card; however you will not be billed until after your 30 days if you decide to keep this powerful tool for your business. You will soon see, like we have , that you can't live without the Business Center as a tool for your business. We will go over more benefits of the Business Center when you get your package.

Well,_____I am excited for you. How about you!!!

Welcome to our team and welcome to Herbalife. I look forward to working with you and would like to set up a time to introduce you to my mentor that I work with. When is a good time for you? Great! I will send you a reminder email for that but we will be talking to you before then because I want you to call me immediately when you receive your business package so I can go over your products with you and your other contents.

SOME COMMON OBJECTIONS YOU MAY HEAR

I need to talk to my spouse. “Excellent! Are they going to do the business with you?

Have the gone through the information with you? We want them to have the same information that you do. Are they there right now? What I can do is go through the same information with them that I just went through with you(the Sign up Script) No, they're not home right now. When is a good time for me to speak with them? (Set an appointment)

I don't have the \$299.00. Not a problem. I totally understand. We've all been there. We all got started because we needed more money. We are not looking for investors, we need workers. Let me ask you this....is it just the money holding you back or are you really not interested? I just don't have \$299.00. Great when do thing you will be able to get the funds together so you can get started.

Or you can go down to the \$159.00 with just the Nitework

IMPORTANT NOTE:

Their next step is to get their International Business Package. You can not train them now. This is still part of the screening process. Other people demand your time and it is only right that you spend your time with those that have already committed to getting started. If they ask more or other questions, be as vague as possible while still answering their question. At this point, any question will lead to 50 more questions. There really isn't anything else to talk about.

They either need to get started or you move on to the NEXT person! You can't get into a 40-minute discussion about doing flyers and all about the marketing plan, etc. Bring it back to everything is step-by-step and their next step in the process is to get started. Always finish each explanation with, "SO, ARE YOU READY TO GET STARTED?"