

## Circle of influence – script

Hi.....!                    It's .....! How are you?

The reason I call you right now, is that I have just started as a Distributor for Herbalife International, a company well known for products that promote wellness and have existed for over 20 years.

I experienced fantastic results on these products (*tell your weight loss or skincare story*), and now I want to find out how these products appeal to my friends and family. People who are seriously concerned about taking care of their health and body, and since you are one of them, I would very much like your opinion.

I assume that you already use some similar products in this category and I wonder if you are interested in some free samples to test the quality of some of my products, and see if they can benefit you as well?

*(If the person says no, just be nice and close the conversation! You have already told what you are doing and perhaps the person will be interested later.)*

*If yes!*

Herbalife is world wide known for products that enhance inner and outer nutrition, especially anti aging and weight loss products.

There are also a lot of distributors in the company who earn some extra money working from home (tell your business story). So, what are you most interested in?

1. Free samplers for your skin?
2. Free samplers of products that make you feel good; give you energy or weight control products?
3. More information about our work from home system? (*Website or CD*)

Which of these alternatives would you like to try?

Well, I would like to..

Excellent. I will send you samples with information about how to use them.

*or*

Excellent. I will send out a CD with information / an email with a link to an Internet site with information

Is it OK for my team leader and me to call you in 4-5 days to follow up how you found the samples / information?

Yes!

OK, I will send everything to you tomorrow and you will have it in a couple of days.