

## The Magic is in Asking People the Right Questions to Lead Them to Isagenix.

**F.O.R.M.** ■ People like to talk about their **F**amily, **O**ccupation, **R**ecreation and **M**oney.

### Examples of Right Questions to Ask

Follow these examples, but personalize with your own stories and then practice, practice, practice!

#### 1 “What have you been up to lately?”

**When they ask what you have been up to, you say...**

- A. “I am so excited I just started my own business. I’m working with a company called Isagenix that is creating wealth for thousands of people. I’m looking for 5 motivated people who want to replace their income. Do you know anyone? Great.”

“I am working with an extremely successful **man** or **women** (give name). They have introduced me to a company called Isagenix that has a phenomenal anti-aging program that cleanses the body and as a side benefit you lose weight and get more energy. In fact I have lost... (provide lost .lb amount) Wealth is being created by so many people in this company. I am looking for some motivated people that value their health and want to make extra money. Does anyone you know come to mind?”

“I am working with a successful **man** or **woman** that helps retire people in 3 to 5 years. Do you know anyone that might be interested?”

- B. “I teach people how to create weekly cash flow and increase their bottom line in a down economy!”  
C. “Are you open to another stream of income?”

**Then.....Be Quiet!**

**When they ask; “How do you do that?” or “What is it?”, you say.....**

“Well, I am working with a Billion dollar company headquartered in Chandler, Arizona! They have helped create more six and seven figure income earners than any other company in America over the last 8 years!”

**Then..... Be Quiet!**

**When they ask for more information get their email.**

#### 2 “How is your job going? Have you had any promotions lately?”

- A. “Are you open to taking a look at something that can make extra income for you without leaving your current job? Great..”

**Tell them your story.... Now set the appointment.**

#### 3 “Has our financial crisis affected you or your family?”

- A. “Are you open to looking at something that can create you an immediate cash flow?”

**Set the appointment.**

#### 4 On an airplane — “Are you on a holiday or vacation?”

- A. “Are you open to looking at something that can create you an immediate cash flow?”

**This is opening a doorway to finding common ground to connect, so you can introduce Isagenix.**

#### 5 “You know how you are hearing about all of the bad news about our economy?” “Is this something that concerns you?”

**Wait for them to answer and then say...**

- A. “I used to worry about that too. Fortunately, I have found something to add to my retirement and that I feel really great about investing in.”

**Tell them your story.... Now set the appointment.**

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**“Have you seen the newspapers lately about all of the pollutants in the environment and how our health system is not working?”**

**Wait for them to answer and then say...**

A. “Fortunately I do not worry about that anymore.”

**Tell them your story... Now set the appointment.**

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**“You are really good at what you do. (compliment approach) I bet you get paid a lot of money doing this.”**

**Wait until they say, no not really.**

A. “Well, I have something you would be incredible at. Can you talk tonight and be in front of your computer? Great!”

## Ask For Referrals:

- A. “We have been friends for a long time.... MAYBE YOU CAN HELP ME. I just started my own business and I am looking for some motivated people that are looking to change their position in life. Do you know anyone looking to make another 50K to 100K per year?”
- B. “I really respected you for your business success. I just started my own business and I am looking for some motivated people that are looking to change their position in life. Do you know anyone looking to make an extra stream of income?”
  - Tell them your story
  - Book an appointment
- C. “I have come across something that I really need your opinion on. Do you have some time tonight around 8 PM, it will only take about 20 minutes? Great. Can you please be on your computer? Talk to you later.”

## People to Consider Approaching:

- Real Estate Agents
- Retailers
- Hair Stylists
- Insurance Agents
- Dentists
- Dental Hygienists
- Chiropractors
- Restaurant Owners and Workers
- Mortgage Brokers

## Now Time for the Call:

1. “Hi. Are you online? Please go to my website: (IsaMovie.com).
2. “Now click on IsaMovie and watch the Isagenix Vision. It’s brief, to the point and really compelling.”
3. Stay on the line with them until they are done.
4. Ask them, “Which one got you the most excited, the Product, the Business or both?”
5. E-mail link to your site.

**If you are new to the business, it is a good idea to have your upline on the phone as well. They are better equipped to handle any objections that might come up.**

## The Close:

- “Do you have enough information to make a decision today?”
- “Are you ready to let Isagenix be a part of you?”
- **If they say yes to the business.....**
  - “Are you open to coaching on the best way to get started in the business?”
  - “How much money do you have to invest in your business startup?”
  - Guide them to the right program business pak - have Pak Flyers with you
    - If they have \$559 - President’s Pak™
    - If they have \$269- 30-Day Cleansing and Fat Burning System™
- **If they say yes to the products only....**
  - “How much money do you have to invest in your health?”
  - “Are you interested in a healthy lifestyle, weightloss or anti-aging benefits?”
  - Direct them to the right program – have the Pak Flyers with you
  - Close: “The company takes Visa, Mastercard and American Express.”