

Business Approaches Choose one that you will use and then practice until it is yours.

www.isamovie.com A business video that resonates with the person.

When someone asks, **“How are you or what have you been up to?”**

Responses:

- “I’m doing great”. I just lost ____ with this incredible new program and I feel amazing.” Now I’ve actually started my own business and my goal is to replace my income with my job”
- I’m doing great. I’ve partnered with a team of people, many of which are making a great income and they are teaching me how to replace my income so I never have to worry about getting laid off.”

“What do you do?”

Responses:

- I help people get healthy. Help them lose weight. I love it. The best part is I am not limited in my income. I can make as much as I want. It’s up to me not a boss, company, or the government.
- I’m working with the top nutritional formulator in the US, and they have developed a new cleansing technology that is changing people’s health...and as a side benefit, people are safely losing pounds and inches.
- It is so powerful that Jack Canfield, author of “Chicken Soup for the Soul”, has written an entire book about our products; “Chicken Soup for the Healthy Soul”. John Gray, “Men are from Mars, Women are from Venus”, has dedicated whole chapters in his new book about our product.
- Our company did over a billion dollars in sales last year and is on track for growing larger and larger. We are just absolutely exploding, and I am so excited about being a part of this company.
- Let me ask you a question, on a scale of 1 to 10 how important is your health to you? And on that same scale, how important is financial freedom? Have you ever wanted to be a part of something that had the power to change people’s lives, both physically and financially? May I ask you just one more question? Doing what you are doing, how long will it take you to reach your major financial goals?
- If I could show you a way, working part time, while continuing to earn your living full time, you could achieve your goals in one to three years, would you be open to reviewing some information?

1. If I could show you something, that without jeopardizing what you are doing now, could add \$100,000 to your bottom line in the next 12 months, would that change anything for you?
2. What exactly do you do for a living? How long have you been doing that? Is that something you really enjoy? Do you expect to be doing that for the rest of your life? Are you making the progress financially that you expected to make? If you make the same progress financially in the next five years as you made the last 5 years, how excited will you be?
3. I want to make my message clear and direct, I have found the opportunity I have been searching for my entire life! This opportunity called Isagenix has already given me back my health, and so many others I care about, and it is starting to change my monthly

income. I have the specific intention of becoming very wealthy through serving others and I am looking for leaders to join my team and become wealthy with me. We have the system, we have the tools, we know how to get there.

Now, I don't know if you're the one to join my team or if it is someone you know, but this much I know, it's either you or someone you know that's looking for me right now, so as we talk think about that question and give me your thoughts and any names that come to your mind.

4. Joe, I hear from Scott that you are a real go-getter; that you keep your options open to additional streams of income. Scott and I have just launched a business and we're looking for people of your caliber. this may or may not be for you, but we're definitely open to referrals. do you mind if I tell you my brief story? (share your story). What are your personal health goals? We have a phenomenal website. Would you be able to get online (in the next couple of hours) and view a 15 min overview?