

Business conversations

Dialogues and word tracks

Examples of Phrases that Reflect Your Confidence and Belief in the Importance of the Work You Do And How Much You Love Your Association with Shaklee.

- People like you appreciate companies like Shaklee because of their commitment to science (or quality standards, or the environment, or teaching people about health, etc) “ Did you know Shaklee made the first biodegradable cleaner Basic H? “
- Acknowledge them – Why you think THEY in particular would want to know about Shaklee
- Why we know from experience that people with their personalities, or energy, or commitment to natural living, etc tend to do very well in the Shaklee business... If that were ever to interest you.

Phrases to Make Your Guest Comfortable

- This might be a match for the things you want
- I don't know if this will be a fit for you or not, but I'd love to get your feedback
- I'd like to see what you think
- I'd love to share some of my favorite products with you. Maybe you will fall in love with them, too.
- I'm Ok with "no",...however, in your case.. I really want a yes! (smile)
- I'd love to show you what I do
- It might be something for you to think about

Business example

You hear –” I’m thinking about getting a new job “

You – Oh yeah .. Tell me about that ?

What drew you to that job in the first place ..?

What do you like about it ?

What are you looking for now ?

As you are considering options ... you might want to take a look at what I do .

I love what I do .. Because I wanted the same things you are mentioning you are looking for .. Etc Or share a story of someone else...

My colleague Jan had the same struggle.. She is also a nurse but the hours were becoming so difficult, that she needed something that was more flexible and she could work around her kids schedule. ...

Ask Permission to Send Information, Invitations, etc Occasionally When We First Sponsor a New Member

Eric Worre dialogue ..

“ If I gave you a link to a website with a complete presentation, would you check it out?”

“If I sent you a couple stories of people who have been successful in our business, would read it?”

If I invited you to a special “Invitation Only “conference call,(or webinar) would you listen in?”

If yes, ask “ When do you think you could watch it?

so if I called you Wednesday morning you would have seen it for sure?

What is the best number and time for me to call ?”

Examples of Authentic Honest Reach Out Conversation

- Hey! I am at this event for my business & you have come to my mind several different times. Your love for health & fitness just totally resonates with everything I am hearing & I would love to get your opinion on some things. Let's grab a coffee! I am free after 3 pm Tuesday & Thursday – what works for you?
(NOTE – offer 2 options for meeting time)
- So I have to admit something to you. You are on my chicken list! I honestly think it's because I really value your opinion & look up to you as a person.
Anyhow – I am sitting at this event & it just hits me that I can't keep this to myself anymore. I don't know if this will interest you or not, but I would kick myself for not letting YOU be the one to decide. Let's grab a coffee! I am free after 3pm Tuesday & Thursday – what works for you?

When in doubt ... Tell the truth .

- Hi _____, I just watched this amazing webinar & you came to mind several times. It's all about women's health & talks about some of the same topics we were just discussing! **This may or may not interest you** but I thought I'd reach out & see if you'd be interested in watching it?
- Hey friend! I am not sure if you noticed or not but I recently embarked on a new business adventure that I am so excited about! I have decided to build my own wellness business due to my love & passion for health & nutrition.
I would love to share more about this new venture with you & get your opinions on it all – I am so nervous/excited! Can we grab a coffee or phone date? I am free after 3 pm Tuesday & Thursday – what works for you? ashley

Conversations About Home Businesses

Example # 1 Neighbor “ Your husband told me you are leaving your job.. **Tell me about** that... how do you feel about that?”

Days later –

“ **I was thinking about our conversation** last week. I just received notice about a special meeting on starting a home business ... and wanted to ask you if you have ever thought of doing something from your home ?

If I were to send you some information... would you be able to watch it by Sunday ? “

(acknowledging Your reason Using third party information)

Action Step –

Sent her information to evaluate (see list next slide)

Invited her to a 3-way call

Invitation to Conference Call on Home Businesses

"Hi Joy, this is Lisa Anderson. I remember you mentioning that you are working on saving for your retirement, and I thought of you and wondered how that is going ... Tell me about that.

We have a conference call coming up that might be of interest to you. We will be discussing options for retirement including home businesses I have a feeling you might find the information of value. The call is about 30 minutes. Would you like me to send you some information on the call.?"

"Hi Brenda, this is Lisa Anderson. I was thinking about you the other day because I have been working with a number of young moms(or I have been listening to a number of young moms talk about) who have found that a home business is the perfect fit for them .. They are working with other moms, they are at home with their kids .. And they are bringing in some nice income. So that's why I was thinking about you, Brenda, because it occurred to me that you might want to hear about this .. And you might have friends who might want to hear about this ...

“ Always let people know there is a business opportunity “

Example – High School Acquaintance – Harper reconnected with on FaceBook

Harper -- “ Do you miss working?

Stephanie -- Yes .. But want to be home with the kids

Harper – We need to talk . I just left a meeting with wonderful like-minded moms in my Shaklee business ... and we were talking about how much we love the work we do . One of my business partners just got a check from Shaklee for \$500.

(sharing a story about your reason, responding to a need)

Action Step

-- Sent links to learn more

-- Followed by LIVE phone call

“ I saw your FaceBook post...
Looks like your business is going well.”

Example -- Met friend of a relative at a wedding.

Harper “ Tell me about what you are doing now.”

Friend “I want to go back to school, but don’t know how to fit that in with working full-time.”

Harper -- “ Hmm .. Don’t know if this would be of interest to you or not ... But maybe you might like to look at starting a home business like I’m doing ... I know people who develop home businesses and the business generates money for school, but is lots more flexible than a full-time job.”

Action Step

- Sent links to learn more about Shaklee and home business benefits
- Followed with a **live** phone call

More dialogues and word tracks

- When they decide to develop their own business, we go to work for them.
- You become a part of our team .. And we all work together.
- If they say .. “ I’m not a sales person, response.. I’m not either. This is more of a teaching and training business.
- Teachers and educators do very well in this business