

Initial Call Script (Before Watching Video):

You: Hi, [John] it's [Mary] here! Do you have a few minutes? Because I have something important I want to speak with you about.

Them: Sure, I've got a few minutes.

You: Hold on. I want you to listen to this...

[Listen to the 3-way Sizzle Call together, then:]

You: What did you like best?

Them: [Answering question]

You: Sounds like you need more information! When are you next going to be at a computer?

Them: I'll be at a computer around [9 o'clock].

You: Great! Why don't I call you back at [9:17]? You'll have enough time to go to share84, the website they talked about, and you'll be able to watch the three videos – it's about 10 minutes – and I'll call you back at [9:17].

[Say goodbyes and hang up.]

Script for post-phone call text [if you text]: [John], it was great speaking with you. The website we were talking about is share84.com. I'll give you a call at 9:17. Enjoy the video! Speak with you then.

Follow-Up Call Script (After Watching Video):

You: Hi, [John]! Now that you've watched the videos, what did you like best?

Them: [Answering question]

You: [Wait until they finish speaking] Sounds like you need more information! Are you ready to go right now?

Them: [Ready to join -or- Have a few questions]

[Questions they might ask and answers to them:]

1.) *What do you do to build a business/make money/get car qualified/get your product for free? (etc.)*

Answer: "I just do what I did with you! I invite people to listen to the Sizzle Call, that pre-recorded message I had you listen to, and then I invite them to go to the share84.com website like I did with you. And then I call them back! That's it."

2.) *Can you tell me a little bit more about the products?*

Answer: “What you want to do is go to share84.com. Right there is says ‘e84 Product Overview’ with a picture of Tamilee Webb: Click on that! It’ll take you a few minutes. I’ll call you right back.” [Or watch it with them on the phone.]

2b.) *Okay, but I need something more specific about Limitless... (or any of the Evolv products)*

Answer: “Great! All you have to do is click on that Limitless icon, and you can watch Dr. Anne Bodak-Smith share about Limitless.

3.) *Would I be in the Burn, the Fuel, or the Edge?*

Answer: “Well, the Burn is generally about weight loss. The Fuel is all about increasing your health and energy, and the Edge is all about taking your health and fitness to another level. “

3b.) *So in Burn, which should I choose? A, B, or C? What’s in there?*

Answer: “Are you at your computer still? Great. Why don’t you go to my distributor website – the address is [EvolvABC123.myevolv.com] and click on ‘Join Now’. You can see all the packages and what’s best for you.”

[Give them a minute to go to your site and look at the packages, then:]

You: Great! Now that you know what pack you want, let’s help you join now and get you started!

Them: [Ready to go –or- Need more information]

You [If they need more information and can attend a Challenge Party]:

“Hey, why don’t you come over to my Challenge Party? [Give them details about time, place, etc.] A few of us will be mixing up the products and trying them, and you can get all the information you need!”

[If they need more information and you’ll be seeing them later* in the week]:

“When’s the next time we’re going to see each other? Soccer on Wednesday? How about we talk then?”

[If they need more information and can’t attend a Challenge Party or meet with you before Friday night, midnight Central Time]:

“Do you have a few minutes? I can call a team member that can answer your questions right now!”

[If they need more information and can’t attend a Challenge Party or meet with you and don’t have more time to talk]: “When are you available for a few minutes in the next day or so? I can call you and answer your questions in just a few minutes.”

**Note: If it is part of your normal routine or they live within 5 or 10 minutes of your, and you can see them easily before Friday night at midnight Central Time, then choose this option.*