

The CORE QUALIFY System

2/2/2

Curiosity/Share/Follow up+3 way

Contact for Curiosity (2 a Day)

GOAL:

gain a commitment that they are willing to take a serious look at the business.

Ask simple questions.. for example:

- Do you keep you business options open?
- Are you open to looking at a business?
- What do you know about serotonin?
- Would you be interested in creating a second income?
- If there was a way to balance your serotonin naturally would you want to know more?
- I've found something that is really helping me with my (sleep, sex, weight loss, stress, etc) may I share some information with you?
- I wondered if you would help me out? Who do you know that...(any of the above)

Share (2 a Day)

GOAL:

gain a commitment that they will do an activity (watch video, listen to 1 minute recording, look at a site etc.) and get back in touch AT A SPECIFIC TIME.

One of the best techniques for this is to use the "IF I WILL YOU..." for example:

- IF I send you a (share link) WILL YOU call me back in (10 minutes) and let me know who you thought of?
- IF I send you a (share link) WILL YOU watch and tell me what you think? It's (5 minutes) should I call you back in 10 minutes? (if that doesn't work, what works for you?)
- IF I share this (Share Item) with you WILL YOU tell me what stands out to you?

Follow Up+3 Way (2 a Day)

GOAL:

- 1- validate opportunity and team
- 2- gain a commitment for the next step (enrollment or the next share item)

FOLLOW UP

Goal: Find out what they liked, discover any questions, and get them on a 3 way call.

- What did you like the most about (what was shared)
- What did you learn from (what was shared)
- What parts of (what was shared) impressed you the most?
- Did (what was shared) make you think of somebody who might benefit?
- Did (what was shared) make you think of somebody who might be interested?

3 WAY CALL

Goal: Connect with the team, edify upline, and upline edifies you. Teaches them they don't need to know anything (duplication). Take them to the next step, either enroll or next "share item".

KEY: ANY QUESTION IS A REASON TO INTRODUCE YOUR UPLINE. AS A RULE OF DUPLICATION- NEVER ANSWER YOUR OWN PROSPECTS QUESTIONS. (Even if you know the answer) For any question introduce your upline for a 3 way call.

When a question of any kind comes up, introduce your upline.

- That's a good question, let me see if I can get someone who can help answer that.
- I'm not sure, I want to connect you with the person who really knows the answer to that.

When you introduce your upline, before you connect the call, edify the upline by saying...

- "(Upline name) is a really fun person who loves to help people, he/she has made a lot of money in this business, and he/she knows everything there is to know about it."