

# How to Seal the Deal!

*Be Consistent with your script and conversation.*

When a pLC **MAKES CONTACT WITH YOU**, the first thing you are going to do is **MESSAGE THEM**. Don't make any conversation in the **COMMENT SECTION**! You will lose control, and people are always watching! If you answer the question, other people may not ask any more questions.

***STAY CONSISTENT! BE AS CASUAL AS POSSIBLE!***

- Hey [name]! Are you interested in {the product they commented on}
- *Yes! What does it do? How does it work?*
- Summarize the bullets from the website, but don't overload them with information.
- *They will ask how much it is.*
- Give them two prices [this is key to sealing the deal with Loyal Customers]:

“HSN is \$55 retail for the month's treatment, but they are \$33 if you do the 90 Day Challenge.

- *They will ask, “What is the 90 Day Challenge?”*
- Say:

“You get ONE order a month for 3 months and I can give you my discount. Are you ready to order now? I will walk you through it.”

**KEEP IT SIMPLE! DO NOT GIVE SOMEONE YOUR WEBSITE, UNTIL THEY ARE READY TO ORDER! NO! NO! NO! NEVER UTTER THE WORD LET ME KNOW! THEY WILL NEVER LET YOU KNOW.**

If they say, GIVE ME YOUR WEBSITE, tell them >>>

That if they are ready order:

Are you ready to order now? I will walk you through it or conveniently place the order for you!

If they say that they are not ready to order now or do not want to order now, ask them:

When will you be ready to order? I will put you in my schedule and reserve your spot to receive my discount.

**THIS CREATES A SENSE OF URGENCY! THAT DATE IS YOUR COMMITMENT TO FOLLOW UP! YOU BETTER FOLLOW UP!!!**

*If they are ready order, give them exact order instructions.*

Give them ten minutes and message back and say:

**Hey! I'm so excited for you, did it go through ok?**

If they don't order or respond:

Put them in your follow up for Friday or the following Friday.

If they told you no, but they gave you a follow up date, this is how you follow up:

Hey [name]! Are you still interested in [product name] ??? I have ONE spot left.

**REPEAT THE PROCESS ABOVE!**

If they don't want to order then, ASK THEM when do you want to order so I can put you in my schedule and reserve your spot?

If they don't answer, put them in your follow up list again for Friday or the following Friday.

**REPEAT THE PROCESS ABOVE!**

**[After 3 attempts]** If they don't respond, ASK THEM:

Did I offend you? Am I bothering you?

They will USUALLY SAY NO, then tell them:

If you are still serious about placing your order, just give me a date to follow up with you and I will reserve your spot.

If they still don't answer, just **use them as a lead and BLITZ them** using cell text, or email.

**CONSISTENCY WINS!**

# PRICE LIST

(Few of our Products)

Product	Retail	90 Day Challenge	Notes
<b>Wraps</b>	<b>\$99</b>	<b>\$59</b>	<p>Expect "ultimate" results with this amazing 45-minute body Applicator! The Ultimate Body Applicator is a non-woven cloth wrap that has been infused with a powerful, botanically-based formula to deliver maximum tightening, toning, and firming results where applied to the skin.</p> <p>It tightens, tones, &amp; firms, minimizes cellulite appearance, improves skin texture &amp; tightness and you can see results in as little as 45-minutes!</p>
<b>Defining Gel</b>	<b>\$75</b>	<b>\$45</b>	<p>Defining Gel is an intensive skin care gel that deeply hydrates while firming areas such as the abdomen, back, legs, and upper arms. When used regularly, Defining Gel minimizes the appearance of cellulite and varicose veins. It's the perfect companion to our Ultimate Body Applicator.</p>

<b>Greens</b>	<b>\$55</b>	<b>\$33</b>	<p>Not eating all of the fruits and veggies that you should? Feeling sluggish and off balance? Want more energy to get through your day? Help detoxify, alkalize and energize your body with every glass of Greens, now with an even better pH-balancing blend that includes an acidity-fighting combination of magnesium and potassium for even more alkalizing properties. New added probiotic support helps you better maintain that healthy balance by keeping your digestive system regular and toxins flowing out.</p> <p>With multiple servings of fruits and vegetables and a blend of 38 herbs and nutrient-rich superfoods, Greens provides naturally occurring, bioavailable vitamins, minerals, antioxidants, phytonutrients, and enzymes to give your already well-balanced diet a nutritional boost. It's maximum support for your best health.</p>
<b>Greens (Singles)</b>	<b>\$59</b>	<b>\$35</b>	<p>Alkalize, energize, and detoxify wherever you go with Greens on the Go™. This convenient, single serving packet of Greens is now powered by an even better pH-balancing blend, supercharged with an acidity-fighting combination of magnesium and potassium for even more alkalizing properties. The addition of a cutting-edge probiotic helps you maintain that healthy balance by keeping your digestive system regular and toxins flowing out.</p> <p>With multiple servings of fruits and vegetables and a blend of 38 herbs and nutrient-rich superfoods, Greens provides naturally occurring, bioavailable vitamins, minerals, antioxidants, phytonutrients, and enzymes to give your already well-balanced diet a nutritional boost.</p>
<b>Fat Fighters</b>	<b>\$39</b>	<b>\$23</b>	<p>Have a sweet tooth? A carb craving? It's okay to indulge every once in a while when you have Advanced Formula Fat Fighter with Carb Inhibitors!</p>

			Simply take Fat Fighter up to an hour after eating, and it will absorb some of the fat and carbohydrates from your food so that your body doesn't. Powered by NeOpuntia™ (a naturally based ingredient made from the "prickly pear" cactus) and the It Works! proprietary blend, Advanced Formula Fat Fighter delivers dynamic, clinically tested results for both men and women.
<b>Thermofit</b>	<b>\$65</b>	<b>\$39</b>	<p>Fire up your metabolism with this naturally based, thermogenic weight loss formula! Powered by the antioxidant superfood acai berry and the metabolism-boosting properties of Capsimax® (red hot pepper blend), Ultimate ThermoFit helps to:</p> <ul style="list-style-type: none"> <li>• Thermogenic weight loss formula</li> <li>• Antioxidant benefits of acai berry</li> <li>• Promotes increased calorie burning</li> <li>• Helps boost metabolic rate</li> <li>• Reduces appetite</li> <li>• Provides energy</li> </ul>

<b>Regular</b>	\$45	\$27	This life-changing, naturally based supplement is designed to aid in elimination and restore and support normal colon function naturally. Using Regular ensures daily removal of toxins and waste material and offers a gentle way to cleanse the colon.
<b>Confianza</b>	\$45	\$25	<p>Confianza is a naturally based supplement that increases your energy levels while reducing stress and fatigue. Its special blend of herbs was developed to provide a safe way to enhance your ability to cope with all forms of stress: physical, emotional, or environmental.</p> <p>Confianza's proprietary blend of herbs includes many ingredients called adaptogens. Adaptogens are natural substances that work through the adrenal glands to produce adjustments in the body that help combat stress and increase your resistance to it. These ingredients in Confianza can help restore balance within your body, allowing you to better cope with the stresses in your life.</p>
<b>Relief</b>	\$49	\$29	<p>Tired of aches and pains in your joints? Relief promotes healthy, flexible joints with its highly effective Glucosamine and Chondroitin Sulfate Formula.</p> <ul style="list-style-type: none"> <li>• Promotes healthy, flexible joints</li> <li>• Addresses all aspects of joint function</li> <li>• Glucosamine &amp; chondroitin sulfate formula</li> <li>• Strengthens cartilage in the joints</li> </ul>

<b>New You</b>	<b>\$89</b>	<b>\$49</b>	<p>Turn back the hands of time from the inside out with New You! This one-of-a-kind longevity formula is designed to stimulate and support the production and release of the body's own human growth hormone.</p> <ul style="list-style-type: none"><li>• Stimulates natural production and release of HGH (human growth hormone)</li><li>• Aids in building lean muscle mass</li><li>• Enhances exercise endurance</li><li>• Helps improve sleep quality and memory</li></ul> <p>New enhanced formula now includes natural polyphenols that help improve blood supply to the muscles and help to reduce the harmful effects of free radicals for better post-workout recovery</p>
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# Facebook & On The Phone: How to Close the Sale!

**Make Contact!**  
Via text, messaging, calls, direct message (DM), personal message (PM), comments or likes.

**Message Them!**  
*NOTE: No comments on your Facebook Wall! You will lose control of the conversation!*

**Say! Hi [name]!**  
*I see that you are interested in our HSN Product!?!*

**NO**

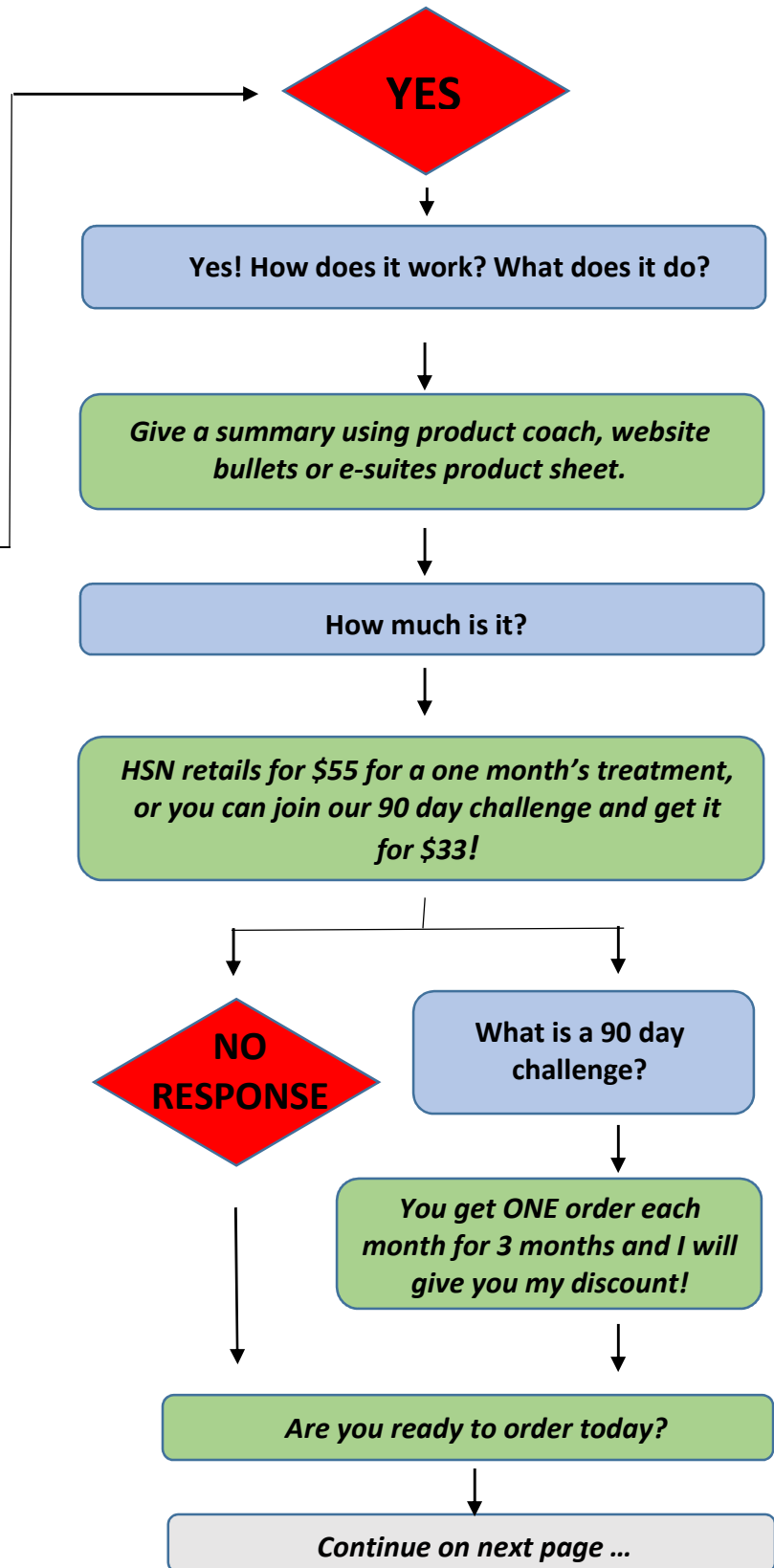
*My apologies. I saw that you liked/commented on my post and thought that you were interested in more info! Would you like to enter my monthly drawing for a [prize]? I just need your cell number and email.*

**NO**

Thank you! Have a great day!

**YES**

Collect their info. Thank them and follow up!







*GREAT! I can walk you through the process or I can conveniently process the order for you! Which would you like?*



*Ok! So when would you like to order? I will put you in my schedule and reserve your spot!*



*Friday at 4:00 PM  
[They will give a date and time]*



*Thank you for your time today and I will talk to you on [date].  
Have a great day!*

