

## GET THEM STARTED

“What did you like most about what you saw on IsaMovie?”

### THEY ANSWER

“Now, I want you to imagine \_\_\_\_\_ (paint the picture of what they’re going to be feeling from the notes made on their goals i.e. fit back into your red dress; feel good when you wake up in the mornings; less afternoon sugar cravings; more energy to play with the kids; less stress).

How’s that going to feel?”

### THEY RESPOND

“When you achieve \_\_\_\_\_ (insert goals), what are some things you’d be able to do differently that you can’t do right now?”

### THEY RESPOND

“And what if you don’t change? What if you just carry on feeling the way you have been (mention a couple of their pain points)?

### THEY RESPOND

“The thing I love about this system is that the products are simply a re-direct of your food budget, so you might find you actually save money on your groceries while reaching your health goals!

“\_\_\_\_\_ (their name), the other cool thing is that Isagenix provides a 30-Day Satisfaction Guarantee to give you the opportunity to try the system for yourself. If you’re not happy with your results or your products, you simply send everything back and get a refund.”

“Are there any questions I can answer for you?” OR “What are some other questions I can answer for you?”

(Answer their questions quickly and move into the next line.)

“Are you open for my recommendation on how to get started?”

### THEY RESPOND

“If you were to replace two meals a day, which two meals would they be?”

### THEY RESPOND

“What are you currently eating for those two meals?”

### THEY RESPOND

“So those meals cost approximately \_\_\_\_\_ (Put a price on how much they’re currently spending, even if it’s a bowl of cereal and a coffee). So, based on your goals, I recommend our Premium Pack, which breaks down to just under \_\_\_\_\_ (\$19 in AU; \$22 in NZ) per day. If you follow the system, this pack will replace two meals a day for you and it includes so much more!

If this system works within your budget, this is hands down THE BEST recommendation. It’s \_\_\_\_\_ (\$560 in AU; \$665 in NZ) for your first 30 days. If you want to see everything that is included with this pack, you can see all the products and a brief description here: [\[LINK TO THE PACK PAGE ON ISAMOVIE\]](#).

Now, I just want to assure you, this won’t be a monthly cost, and there is no minimum order. This is just the introductory pack to get you set up. Also, if you have two friends who would love to join you on your health journey for some extra accountability, you’ll receive a bonus up to \$430!

So \_\_\_\_\_, does the Premium Pack sound like it would work for you?”

### THEY RESPOND NO:

“I completely understand! Do you want to take a look at the other pack options? There are many different price points and combinations available. You can look at the options here: [\[LINK TO THE PACK PAGE ON ISAMOVIE\]](#). Let me know which one is a good fit for you!”

### THEY RESPOND YES:

“Great! Do you feel like you have enough information to get started today?”

#### Pro tip:

Ask for the order, and then say no more. If you try to give too much information at once, you may overwhelm them.



## IF THEY AREN'T READY FOR ENROLMENT

**YOU:** "I completely understand that you may be hesitant to get started, I felt the same way! Can I ask you a few more questions to see how we can reach your goals?"

**THEM:** "Of course!"

**YOU:** "What's your ultimate health goal?"

**THEM:** "To lose 10 kgs."

**YOU:** "What are two or three areas of your life/body where you would like to see these results?"

**THEM:** "My arms and my legs."

**YOU:** "Why?"

**THEM:** "I've been so uncomfortable with my arms and legs that I've stopped wearing T-shirts, dresses or shorts."

**YOU:** "How long have you felt this way?"

**THEM:** "Probably about three years."

**YOU:** "Sounds like it's time to make a change! Do you have something coming up to work towards?" (If they don't, ask them if they want to commit to a long- or short-term goal.)

**THEM:** "My daughter is getting married in October and I would love to wear a short-sleeved dress at her wedding."

**YOU:** "How would you feel if you achieved your goals by then?"

**THEM:** "I would feel incredible! I would be dancing up a storm like I haven't done in years!"

**YOU:** "How would you feel if you didn't achieve this goal by her wedding?"

**THEM:** "I would be disappointed in myself and feel uncomfortable on her big day."

**YOU:** "I'm glad we're having this chat. After taking another look at your goals, do you feel ready to take another look at Isagenix?"

If at ANY point they say 'no' or don't want to continue the conversation - that's OK! Tell them "Thank you for taking the time to chat" and keep them on your list to check in again. Timing is everything and you never know when someone will realise they really do need what you have to offer.

## ONCE THEY'VE JOINED

**YOU:** "Do you have two friends for accountability who would definitely want to do this with you?"

### THEY RESPOND

**YOU:** "The reason I ask is because Isagenix rewards its Customers for referring new Customers. So, if you help \_\_\_\_\_ and \_\_\_\_\_ get started and meet certain conditions, you could earn up to (\$820 in AU; \$900 in NZ). How awesome is that?"

(Show them You Share, They Share, Repeat™.)

**YOU:** "If I show you a system that could help you share Isagenix with \_\_\_\_\_ and \_\_\_\_\_, would you be willing to give it a try?"

**NEXT STEP:** Show them the Say, Share, Do at [ANZ.IsagenixBusiness.com](http://ANZ.IsagenixBusiness.com). Then take them through the New Member Checklist.

