

# SAY, SHARE, DO

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We developed Say, Share, Do to give you a starting point when sharing Isagenix with your friends and family. **For the best results**, do not copy and paste these verbatim - **adjust them to fit your personality, and make them your own**. Remember to be realistic; not everyone you talk to is going to say yes right away. Even the pros typically share Isagenix with 10-15 people before they get one yes! Follow up with those you've shared Isagenix with before, because you never know when someone will realize they need what you're offering.

## TEXT MESSAGE

### QUICK TEXTS

\_\_\_\_\_, I am on a mission with the health and wellness company I've partnered with to help a million families get healthy in 2019. Do you know anyone who is interested in getting and staying healthier?

Hey \_\_\_\_\_! I'm really excited I'm working with this team of people who are helping others get out of debt and create an additional income stream. I'd love to talk to you about it.

\_\_\_\_\_, I just started on this nutritional system and I feel amazing. I feel 10 years younger and am building muscle. I know you've always been into health, so I thought about you! Can you give me a call so we can talk?

### IF YOU WANT TO SHARE THE OPPORTUNITY

**YOU:** Hey, \_\_\_\_\_! I was recently introduced to an amazing global health and wellness company called Isagenix. I've only been using their system for \_\_\_\_\_ (days/weeks/months) and have experienced \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (your authentic experience). When I looked at the business side of Isagenix, I realized that there is an incredible financial opportunity along with the amazing products, too. Now, I know you (love your job/are really passionate about your business/already have so many irons in the fire, etc.), but you're one of the most \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (write from the heart) people I've ever met, and I just think the world of you. I'm going to run with this, and I think you'd absolutely crush it, too. Ultimately, I have no idea whether this will be for you...But if it is, you're going to be really happy I shared it with you. Would you be open to taking a look and learning more about it?

**THEM:** Yes!

**YOU:** Great! My box is already on its way/my box has already arrived. I'd like to send you a video that I loved, which helped me get started. If I send you the website, when can you watch it?

**THEM:** Tomorrow at 9:30 a.m.

**YOU:** OK, that's perfect. I'll follow up with you then, and we'll discuss the video. So excited to do this together! Wait till you see the results people are getting with this; you'll flip. Here's the link: [Insert your replicated website/IsaMovie].\* Talk to you at \_\_\_\_\_ (time and date).

**THEM:** I'm excited! Thanks for thinking of me!

## OPTIONAL WRAP UP

Search for a fun GIF to send them (i.e., “bikini,” “fit,” “shredded”).

**YOU:** This will be us soon (enter finger pointing up emoji).

**THEM:** Woo!

### \*To create a link to your personal Isagenix website

1. Log in to your Back Office (where you order products)
2. Hover over the “Resources” tab.
3. Click “Manage My Website” to create your website URL
4. Then copy and paste that URL.
5. Add “/IsaMovie” after “.com.” This will hyperlink to your personal Isagenix website, so if your prospect decides to purchase a Pak right away, the sale will go to you!

Please note that you must be an Associate to have a personal Isagenix website.

## FACEBOOK POST

The intention of this post is to assist in helping you make an impact on the health of your friends within your social network. Sharing through social media can be challenging, so we have provided you with a sample “Post Template” and “Follow-Up Template” to help maximize your results.

### Social Media Pro Tips

**Posts with photos receive more engagement** on social media. If you don't have your own “before” and “after” photos yet, we recommend using your Enrolling Sponsor's photos in your post (include the weight loss disclaimer when posting).

**Peak social media** traffic typically falls **Sunday through Thursday between 7:30 to 8:30 p.m. (your local time).**

### IF YOU HAVEN'T STARTED YET:

After watching my friend, (tag Enrolling Sponsor), release/experience/have \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (describe his or her results) thanks to an amazing health and wellness system, I decided it was time for me to have my own experience, because I am tired of feeling \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (it's OK to be vulnerable here!).

I'm so excited to get started. My system hasn't even arrived yet, and I'd love to have some of my good friends join me so we can hold each other accountable. Who's up for looking and feeling their best?

### IF YOU'VE ALREADY STARTED:

After watching my friend, (tag Enrolling Sponsor), release/experience/have \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (describe his or her results) thanks to an amazing health and wellness system, I decided it was time for me to have my own experience, because I was tired of feeling \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (others can relate to your struggles - be authentic).

I've only been using the system for \_\_\_\_\_ days, and I'm already \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (be real and honest with your experience here).

I'd love to have some of my friends join me on this journey so we can hold each other accountable. Who's up for looking and feeling their best?

**PROGRESS POST** (we highly recommend including photos of your progress, if you have them):

Before I found this system, I was feeling \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (insert a powerful message here), and I decided that enough was enough. After watching my friends get results, I finally decided to get started on an amazing health and wellness system, and I can't believe what's happened already!

I've only been using the system for \_\_\_\_\_ days/weeks, and I've already experienced \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (don't be shy! Share the results of your work)! I've tried so many things before this, and I'm incredibly grateful to my friend, (tag Enrolling Sponsor), for introducing me to this. It's super simple to follow, and everything tastes \_\_\_\_\_! Finally, a solution that works for me!

**ONCE FRIENDS START COMMENTING**, here's what to say through direct message using this template.

Once your friends start commenting, reply to them saying you will send them a direct message with the information, then use the template below. Remember that for every comment, there are likely 5-10 other friends just reading the comments and not saying anything. By direct messaging them the details, they have to connect with you to find more information instead of just reading your conversation with someone else.

**YOU:** Hey, (name)! I'm glad you commented. One of the things that excites me most about starting this system is doing it with \_\_\_\_\_ (friends/family/people I know/co-workers, etc.). This may or may not be for you, but if it is, what would you love to see happen?

**THEY GIVE THEIR RESPONSE:** (i.e., lose weight, have more energy, etc.)

**YOU:** Awesome! A big reason I was inspired to get started is because this system can help people in different ways. I've seen so many incredible transformations. I know that some of my biggest challenges (with staying in shape are/that contributed to getting out of shape were) \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (describe your personal challenges, i.e., no time to eat healthy, didn't know where to start, too busy with the kids, working long hours, etc.).

What have been some of your biggest challenges with (enter their goal - losing weight, sleeping better, etc.)?

**THEY RESPOND**

**YOU:** I can understand that. I'd love for you to watch a video that I watched in the beginning to get started. If I send you the link, when would you be able to take a look?

**THEM:** That sounds great! I can take a look tomorrow at 8 a.m.

**YOU:** OK, awesome. Here is the link (IsaMovie.com link from your replicated site). I'll give you a call around 8:15 a.m. for your feedback, after you've explored the site a little.

**THEM:** Great! Can't wait!

**And that's it! You can continue the conversation after they've watched the video.**