

Sample Scripts

For Family & Friends

Hey _____! What are you doing tonight or tomorrow night? (Wait for answer). Good. There's something I want you to watch online with me. I started shopping at this online store and I thought of you. Since you are _____ (insert their WHY: a mom w/young kids, into green, an online shopper, into nutrition & fitness), I thought you'd appreciate seeing what they offer.

Hey _____, are you still taking _____? (Insert Lipitor, Centrum or address any other health issue or concern.) I found a pharmaceutical company where I can shop online and get natural alternatives that are scientifically proven and at a great discount. My friend has been shopping there for years and I want you to watch this online tour with me. Let's check it out together.

Professional Approach

I'm a national spokesperson for a major manufacturer. You've heard of Proctor & Gamble and Johnson & Johnson? My company competes with them, however we specialize in health & wellness, our products are US made, and our company sells direct to consumers online. I'd like to invite you to one of our company's online educational tours so you can check out our store. I think you'd appreciate it because _____.

For Neighbors, Church Members, FB Friends, Friends of Friends

Hey _____. I was doing my shopping the other day and thought of you. Or ...Have I ever told you that every time I shop at my favorite store, I think of you? I love this store, and since you are so into (insert health, working out, essential oils), I figured you already shop there. Do you shop at melaleuca.com?

Hey _____. I don't know if I ever told you what I'm doing now, but I educate (moms, families, individuals) on _____ (better nutrition options, how to get toxins out of the home, how to shop Wellness on a Budget). I think you'd benefit from checking out my company's online tour. It's a great way to check out a better way of shopping that saves both time and money.

For Business Approach

Hi _____. I wanted to reach out to you because my company is expanding and I'm looking for the right person to partner with as I develop this market. It may or may not be something for you, but I was hoping to treat you to coffee so we could chat. I'd like to paint a picture of what I'm looking for and the benefits of working with my company. When I think of all the people you know and what my company offers, you could be a blessing to many people.

Hi _____. I know you currently work for _____, but I wanted to reach out to you and chat about the possibility of you and I working together with my company. You have the work ethic and energy I'm looking for in a business partner and I want to invite you to lunch so we can chat about it. There's no pressure and this may not intrigue you, but I think it's worth taking a look at this with me.

Additional Tips

Think about the person you are about to call and how Melaleuca can help them. When you identify the need someone has, you can design an approach to meet that need.

Use the 4 words: **Partnered, Specialize, Help, Show**

For example:

Stay at home mom looking to make money:

** I've recently **partnered** with a company that **specializes** in **helping** moms to make income from home and I want to **show** it to you. Are you available tonight or tomorrow? Which day works for you?*

Realtor

** I've recently **partnered** with a company that **specializes** in **helping** realtors to bridge the income gap between closings and I want to **show** it to you. Are you available tonight or later this week?*

For someone who might be more product centered:

** I've recently **partnered** with a company that **specializes** in **helping** people to get non-toxic, natural products at wholesale and I want to **show** it to you. Are you available tonight or tomorrow?*

Bottom Line: Make it about them and how we can help them.