



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 only 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 it this online tour with me. Let's check it out together.

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 Minded Individuals

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 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.