



## CONTACT AND INVITING

There are many ways to meet, qualify and invite people to see and share MonaVie. The world is full of people who desire better health and a second income. Simply by being a part of this incredible network, you will meet untold numbers of others searching for opportunity. Be thoughtful, be attentive and be sensitive. Listen to them, and many doors will open for you.

An easy way to begin is to invite someone to **attend a meeting** in your area--the person hosting the meeting will explain the program to your guest FOR you. Often in the beginning, you'll want to meet prospects over lunch or in a home setting. There's no reason to incur the cost of a hotel for your meetings, particularly in the beginning stages of your business. However if you have access to an Open Opportunity Meeting in your area then it is always a great idea to let your prospect see and experience the meeting.

You should **qualify** people prior to inviting them. MonaVie is a home-based opportunity; you should never be deceptive and trick someone in order to get him or her to a meeting.

Whatever approach you use, keep in mind that **your purpose** is not to "explain" the opportunity; rather, it's to **invite** them to get together to taste the product and see the opportunity. Clear the time--make sure they're available. Your sponsor or your upline will give you assistance in this area of effective qualifying.

One simple way to get started is to invite people to your home and let them know that someone is going to share some exciting ideas about a nutritional health product being taken to market through a network. Ask your sponsor or upline to present the MonaVie opportunity in your home.

## PRACTICE, PRACTICE, PRACTICE

When inviting people to see or hear about the MonaVie Opportunity, keep in mind that we do not want to explain the opportunity. We are going to clear a time when we can share the opportunity with them, if they are LOOKING for something more. We can ask questions in many different ways to find out if they are looking.

1. Hey *prospect*, ran across an idea that looks like it has some great potential... Thought of you and would like to run it by you... What time would be best to get together? Today at 1





- or today at 5? Or whatever day and time that you have available. (Always offer a choice of two times)
2. Hey *prospect*, have you and Debbie got anything important going on Saturday Afternoon around 3? Great, let's get together... got a dear friend coming down to help us get our new business off the ground... We are helping him to take a nutritional product called MonaVie to market... Looks like we can make some pretty good money, and gain some health and energy benefits from the products... Thought of you guys... take a peak at the website - [www.brighart.com](http://www.brighart.com) and then we'll go over details when he gets here on Saturday.
  3. Hey *prospect*, if I could show you a way to live a happier, healthier more prosperous lifestyle, would you want to hear about it? Great, what are you doing on Saturday afternoon? Let's get together and discuss...
  4. Hey *prospect*, if I could show you something that could give you another paycheck every week, bump up your energy level real fast and probably get rid of some nagging aches and pains, also fast ... would you want to hear about it? Great, what are you doing on Saturday afternoon? Let's get together ...
  5. Hey *prospect*, does building a totally independent income in your spare time and keeping your health in good shape interest you?? Me too, let's get together, got something exciting I want to share with you ...
  6. Hey *prospect*, have you heard about MonaVie?? It's all the rave in health and wellness circles ... even the media is on the bandwagon. NBC, CBS, the Oprah Winfrey show and Dr Perricone's Book (NY Times best seller for 22 weeks now) ... they're all talking about the #1 Superfood in the world -- the Acai Berry from the Amazon Rainforest. It's the TOP ingredient in a new "super juice" called MonaVie ... Outrageous and exciting ... Looks like we can make some good money and have a blast doing it ... Let's get together and talk ... Now or Saturday, what's better for you and Chris??
  7. Hey *prospect*, do you ever look at alternative ways of building extra income? Great, a friend of mine is taking a nutritional product called MonaVie to market through a network. Looks like we can make quite a chunk of money and have some fun with this ... Interested in looking?
  8. Hey *prospect*, got a moment?? Great ... a dear friend and very successful business man is taking a nutritional product called MonaVie to market ... it's sort of a POWER drink with some pretty amazing results. The program is picking up a lot of steam because of publicity on the Oprah Winfrey show and some of the major networks. It's made with the Acai Berry out of Brazil ... Oprah's Dr. Perricone calls this the #1 superfood in the world. Looks like this thing is going to be BIG ... Opportunity to benefit in both the HEALTH arena and the WEALTH department ... Want to make some money and have some fun?? Great let's get together ...



9. *Prospect*, what are you doing tomorrow night? Great let's get together, got something important I want to share with you ... Looks like I've stumbled into a goldmine ... more than enough for me and (spouse) ... Interested in cashing in along with us?
  
10. *Prospect*, I've found a way to benefit from e-commerce ... Found a business where you can make anywhere from \$100 a week to \$10,000 a week. A dear friend is taking a nutritional product to market through a network and is looking for some folks who want to benefit in both health and secondary income -- we think it looks like a 6-figure retirement for us. We'd like to share with you how we're going to do it ... What are you doing tomorrow night? ... Great, be at my house at (7:30) ... In the meantime, take a look at this website to get a feel for the product and the opportunity ... [www.yoururl.com](http://www.yoururl.com) -- we'll talk tomorrow.
  
11. *Prospect*, if I could show you a way to shape up your health AND your bank balance in the next few months, would you want to know about it?? Great, are you in front of your computer? Have you got high speed internet? If yes, continue ... go to [www.brighart.com](http://www.brighart.com) and I'll give you a glimpse of what we're doing ... (show the two movies--10 minutes total, then talk about the comp plan, then invite to taste the product.)

**Note:** Any combination of the invitations is fine ... just remember, always clear the night or time FIRST before offering any information. It's always best to find a NEED or WANT that they have, then build your invitation around it. Hey *prospect*, how would you like to golf 3 days a week and work only 2 or 3?? Great let's get together and I'll show you how.

These examples will work for scheduling One on One Meetings or inviting individuals to Home or Open Meetings. Typically the natural and effective order is to set appointments one on one. During the One on One you show them the **People, Product, Program** and compensation **Plan**. Always schedule another meeting before leaving that meeting. It usually works best to take them to the next level of meeting for a second look. This could be a Home or Open Meeting.



## **Three Things That Will Kill Contacting and Inviting**

### **1. Up-Chuck Selling**

- **Don't Try to Sell The Opportunity While You Are Contacting and Inviting**
- **Don't Be Dishonest**
- **Don't Mark Them Off Your Contact List**



What is the first thing many of us do when we try to contact and invite? We skip the contact and invite and go straight to *up-chuck selling* all over the prospect. We tell them all of the things we can think of that have to do with the opportunity or the product. Once we are all out of things to say, the prospect thinks they now know enough to make a decision. Actually all you have done is given them enough information so they can say NO.

Instead of telling someone all about the opportunity why not ask them a few questions to see if they are looking or would be willing to look?

Because many people never learn how to ask questions and *qualify* they feel the need to resort to trickery to try and get someone to the meeting. They justify the deception because they feel if they could get their prospect to a meeting where they could hear and maybe experience the opportunity, the prospect would join. This is never an acceptable practice and will never produce long-term results.

Before AND after you learn how to ask all of the correct questions people are going to say NO. Or they are going to say - *Yes I will come*, and not show up. Always be professional and keep them on your list of contacts. Contact them occasionally with a card, note or a phone call without mentioning the MonaVie opportunity. Simply ask how they are doing? Contact them two or three times before you ask more qualifying questions, unless they ask you questions about your business.



## 2. Not Smiling

- **You Must Have FUN**
- **Don't Stress out!**
- **Smiling Helps Your Attitude**

This is a FUN business and you must have fun while you are building it? Many times we worry when we have talked to three or four people and no one seems to be interested so we get depressed and or stressed. This starts a terrible chain reaction because people pick up on this stress in your voice. It affects your game plan and your focus. When you talk to people you start wondering if they are going to say *no* instead of *yes* and forget that you are only wanting to ask questions (qualify).

Going through ups and downs in any business is normal. We would not tell you to plan on it but you should be prepared to deal with it if it happens. One simple thing you can do that always works is to practice **smiling** while you are contacting and inviting. **Smile** if you are talking to someone in person and **smile** if you are talking to someone on the phone. It does not matter if they can see the **smile** because they will hear the **smile**. Try it, talk to someone with a straight face and talk to someone with a smile on your face. Hear the difference?

A simple smile can over ride and even help adjust a negative or harsh attitude. Learn to **smile** when you contact and invite.

## 3. Giving Up – A Lack of Visible Commitment

- **People Hear It In Your Voice**
- **Not The Best timing For Everyone**
- **24 Months of No's**



Never ever **Give Up!** Easier said than done, right? **Not at all!** Have you ever financed a car for 24, 48 or even 60 months? So you made a long-term commitment to pay for a vehicle over a period of time knowing your had no chance of that vehicle paying you a dime in residual income.



Take the same commitment and apply it to your MonaVie business. If you knew you would be making \$1,000 each month in 24 months, do you think you would be any more confident? Yes, of course you would!

When you are committed to something people can hear confidence in your voice. The confidence they hear is many times very instrumental in how they respond to your questions.

Commitment is important because all of the people you keep on your list and casually stay in touch with will remember the first conversation they had with you about your MonaVie business opportunity. In the back of their mind they will wonder how you are doing or if you are still active.

It is not always the best timing for everyone when you initially ask him or her to look at the MonaVie opportunity, even if you do it perfectly. However, through your commitment and because they have known so many people who have given up in other opportunities, they will be more receptive to your opportunity when the time is right.

***Luck is what happens when opportunity meets preparation.***

**Elmer Letterman**

Contacting and Inviting is really all about numbers, you must contact and invite to build your business. If you Contact and Invite you will get Nos. Make a commitment to your business and your future. Commit to contacting and inviting 10 to 15 people every month for 24 months, learn the contacting and inviting phrases, ask the right questions (qualify), passively stay in contact with everyone on your list, smile, have fun, reinforce your commitment with every obstacle and watch your business grow even if you feel like you are going to get 24 months of NOs.

**GO BACK AND PRACTICE PRACTICE PRACTICE**

*Blessings*

*Brig, Lita & Tim*

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