WARM PHONE SCRIPT – (for New Distributors)

TIPS:

1. Speak from the heart using your own words.
2. Your *only* goal is to let them know why you have joined and ask them to review information. Have NO attachment to their decision.
3. Make sure you cover each point before moving to the next.

SCRIPT:

- Hi Xxxx, this is (your Name). How are you?
- I am actually calling on a business matter as I have something important to share. Have you got 2 minutes now?
- First of all, how's the family/job/pet etc? How are you keeping with COVID? *(Break the ice - keep this relatively brief)*
- The reason for the call is I wanted to let you know that I have looking for some time for a side business that I can grow at my own pace, and after quite a lot of research I have decided to partner with a company called LifeVantage.
- The reason I partnered with LifeVantage is they are the *only* company that meets all 15 criteria for the perfect work from home business: *(only if they ask here are a few)*
    - They're publicly listed on NASDAQ, rapidly growing company, truly unique and life-changing health products that you can't get elsewhere, backed by proper science, products have the highest re-order rate in the enter health industry, etc..
- Because you're my (state relationship) I feel obligated to let you know because the products are natural and they are scientifically validated to *significantly* reduce ones Oxidative Stress in 100% of people and even in pets as well *(only mammals, dogs, cats, horses etc).* The products are even proven to increase lifespan.
- Also, because I have decided to do the business side of LifeVantage and that can be quite lucrative over time, so I want to give you the chance to have a look too.
- Now, this may or may not be for you, that's for you to decide, but I suggest you should take a look for yourself.
- Xxxx, are you more interested in **Better Health**, or in a **Side Business** that can grow over time? *(listen to answer)*
    - Tell me a little more, why is that important to you?
- Remember, I am not asking that you buy or join, I am only asking you to look as this is something special. So, if I send you a link with a couple short videos, I ask you watch them and get back to me with one of the 3 options?
    - I am interested in trying the products as a Customer.
    - I am interested in finding out more about the Business side.

    - It's not for me, thanks for thinking of me.
- Is that fair? Great.
- The videos should take about 15 minutes to view, when can you view them and when shall we chat again?

IF NEEDED:

- You can explain that all other products are **ingesting external nutrition**, ours is **Activation**, which is a quantum leap in effectiveness.
    - i.e. Reawakening the NRF2 protein in *every* cell of one's body starts to produce millions of antioxidants again just like when they were a teenager.

- Also, if needed you can read this quote:

> (Nrf2 activation) may well become the most extraordinary therapeutic and most extraordinary preventive breakthrough in the history of medicine.
>
> It is our opinion that raising Nrf2 is likely to be the most important health promoting approach into the foreseeable future.
>
> – Washington State University

REMEMBER:

- At the end of the day, you are NOT trying to convince them to Buy or Join, so don't overload them with information in this initial stage.
- Your aim is ONLY for them to review information and then for them to choose the option that's bets for them.