



Business Approaches

Here are several different approaches you may take toward business prospects. When you are calling people using scripts, make sure that you have them printed out and on a script board in front of you when you are making calls. I like to use some push pins and put them on a piece of foam board and have the board on an easel in front of me. This works great! Use large bold type so you can see it easily. Also, I like to take a yellow highlighter and highlight the key points of favorite scripts.

Have you ever considered owning your own business?

Do you know anybody that might be interested in building residual income while helping others at the same time?

Are you someone that is interested in multiple sources of income?

Would you consider owning your own business if it was something you could start with an affordable investment?

Would you like to have enough money set aside so you wouldn't have to be concerned about retirement income?

Do you know anyone that may be interested in greater financial stability?

Would you be interested in another source of income if it didn't jeopardize the job you have now?

Are you someone that keeps your business options open?

There are a lot of people looking for a plan B in the event something happens to their current plan A. May I ask you a question? Do you have a good plan B?

I'm working on an interesting business project and need an associate that can meet some business requirements. This may or may not be something that would interest you. My question is... would you be receptive to looking at an attractive business venture outside of what you are doing now?

If I could show you a part-time business that could provide you with an extra monthly income and more freedom to do the things you want to do, would you be willing to take a look at it?



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Note: If you get agreement or interest go ahead and set the appointment with them.