



Product Approaches

Here are some methods for sharing products with others.

First call and do some small talk before you jump right into this script. Make sure the prospect has a few moments to visit or chat on the phone. In other words, clear the time with them.

Once you have cleared the time, start by stating your expectations and what you can offer: “<<Their name>>, one of the reasons I called you is to see if I can schedule about 45 minutes of your time in the next week or two. I am working with some very beneficial wellness technologies that are helping a lot of people and I thought of you. You might know someone who could benefit from some of our technologies.”

The person you are calling may not know you are working with Nikken. You might say if asked, "Oh, I am doing some part-time work with an International Wellness Company by the name of Nikken".

If they are not interested or say they feel good and don't need anything, then say "I can appreciate that <<Their name>>, a lot of people feel great and I think that is just fantastic. But let me say this: you most likely know someone who would like to have less discomfort, less stress, or would like to get a better-night's sleep. Our technologies are helpful to a lot of people with various health challenges. These are not medical products and we don't make any claims. You and I both know a lot of people are trying to take less medicine and are looking at other modalities to help feel better. Wouldn't you agree? So even though you are feeling great, unfortunately, there are a lot of people out there that can't say that."

"<<Their name>>, wouldn't it make sense to at least hear about some non-chemical technologies that could possibly help someone you know?" The person will usually say, "Well, I guess so". You reply something along the lines of "I was hoping you would agree".

"Thanks for your understanding,<<Their name>>. Can we get together this week or is next week better?"

Now set up the appointment to do some product demos and also a rollout. Let the prospect know you will be giving a complimentary back massage. I use the wording "back massage" because most will not know what a rollout is. Be sure they know they are not going to have to remove any clothes for this treatment. It is a way for them to enjoy a very relaxing demonstration. Also, always make it a point to let them know there is a business attached with Nikken and a lot of people are looking for extra income.



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