# “TRIAL RUN” CLOSE

## **After Showing the Plan: Setting the Follow-up**

1. What interested you most about what you saw: the products, the money, or both?

Ask more questions about what they liked and why—stay on THEIR subject of interest!

2. If you’re anything like me, during the presentation I had names floating around my head that I was putting in those boxes. Did that happen to you?   
WHO popped into yours?

3. Oh yeah? Tell me a little more about\_\_\_\_\_\_, why were you thinking of them?  
And\_\_\_\_\_\_, what about them?

4. They sound like great individuals and certainly people you know, like, and trust, right? This may or may not be something for them, but what would prevent you from getting them in front of what you just saw?

Here’s an idea, while I’m here and you’re here, let’s schedule a time to meet to answer some questions. Let’s invite \_\_\_\_\_ and \_\_\_\_\_\_ to come over and evaluate it on your behalf at the same time. I have \_\_\_\_\_\_ and \_\_\_\_\_ available, what works best for you?

Ok, great! Why don’t you shoot \_\_\_\_ and \_\_\_\_ a quick text to see if they’re available next \_\_\_\_\_\_\_\_. If they ask some questions, I’m right here and can answer them with you.

FOLLOWING-UP

**The Logic Behind The Close:**

Set the appointment with the “B Level”—their contact! Continue to repeat this process in-depth at every subsequent appointment, and don’t stop until you’ve identified the next Go Now or duplicated your actions!

**Meanwhile, get EVERYONE in the process on product**—they must fall in love with a BV product.

TIP: identify products with instant gratification, such as, Mochatonix, Awake, Mascara, Lip Plumper, other Motives products, L-tryptophan, etc.

While they are in the evaluation process, introduce them to the GMTSS: UnFranchise Business Presentation, Basic 5 Training, Local Seminar, etc. If there is no GMTSS presence, utilize the Conference Calls, Home Business Presentations, AND 3-way call with Senior Partners!

Use the 4-Step Process for Recruiting and Sponsoring

**Follow-up steps can be done in any order:**

* Set appointment to show plan to at least 2 “B Level”
* Purchase or try at least one mA-Branded product
* Experience the GMTSS: UBP, B5, Local, etc.
* Pre-Registration Meeting

If your prospect has done the above and can’t commit, MOVE ON!

If they are stalling, plug them into the system, utilize the resources, so they can gather necessary information, but do not waste time with these individuals…NEXT!

Timing is not right, so follow-up with them in the future!