

SCRIPTS & PHRASES

Prospecting is you connecting with people and inviting them to learn more about ASEA. It is the Million Dollar skill when it comes to building your business. Prospecting is not convincing people that they need what you have. Instead, prospecting is sorting through people finding the right people. People who want what you have! How do we sort people? We ask questions and we use statements that create curiosity.

Definition of a prospect: Someone who gives you permission to present more information.

Our job is not to give the presentation. Instead, we direct them to a “tool” (a live presentation or video on a website) - Tools are duplicatable whereas people and personalities are not!

I prefer to talk about a “*TECHNOLOGY*” or “*BREAKTHROUGH*” rather than mentioning “ASEA” or “product” in the initial conversation. It helps build curiosity.

Remember to always be asking *Does that sound like something you might like to know more about?* In other words, get permission! If your prospect has not given you permission, then you have a “suspect”, not a prospect, and follow up will be much more difficult.

These scripts are like scales in music. They are a place to get started. With practice you will develop your own style of connecting with people and inviting them to learn more.

PRODUCT INVITE

GENERAL

Have you ever heard of redox signaling molecules? If they answer No... then continue... if they answer yes...then start “so you know that...” and continue!

These are the molecules that are absolutely foundational to health. They switch on your body’s ability to heal and repair, impacting every system, every organ and every function of your body. The reason I am bringing this up, is a group of scientists figured out how to stabilize these powerful molecules outside the body, creating the world first cell signaling supplement and I’ve got to tell you (name of prospect) the impact it’s having on people’s lives is nothing short of astonishing. For many people it’s proving to be the missing link to better health and vitality. Does that sound like something you would be open to learning more about?

EVERYONE I LOVE & CARE ABOUT

I just started using an amazing new health technology. The impact it’s having on people’s lives is nothing short of astonishing. I believe everyone I love and care about deserves to know that this technology exists... what you do with it is totally up to you. Does that sound like something you would be open to learning more about? If I sent you a short 10-minute video, would you check it out? (RealRedoxResults.com Overview)

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GENERAL PIQUE INTEREST BULLET POINTS

Here are some of my favorite pique interest phrases. Mix and match them!

- *An advanced cellular health technology that works at the molecular level.*
- *A technology that is 10 to 15 years ahead of its time.*
- *For 2 decades science said it was impossible.*
- *Research in this area of science has received 6 Nobel prizes over the last 25 years.*
- *It's having an astonishing impact on people's health,*
- *For many people it is the missing link to better health and Vitality*
- *Challenges people have had for decades are gone!*
- *It's helping athletes go further, faster, longer, harder improving their endurance and recovery.*
- *If there was a technology that could allow you to look and feel 5, 10 even 15 years younger, would you want to know about it?*

DIRECT BUSINESS APPROACH – The Opportunity Script

Do you keep your options open to making additional income, if it didn't get in the way of what you are currently doing? If yes...

I'm working with a team of global entrepreneurs who are on a mission to take a little-known health science breakthrough and turn it into a global household name in the next 3-5 years. A few things you should know about this technology.

#1 It's having a profound impact on people's lives

#2 It's heavily patented so there is no competition or copycats

#3 It's backed by 3rd party independent university science

#4 Virtually no-one knows about it....and this is opening up significant financial opportunity for the right person.

Does that sound like something you would like to know more about? If I sent you a short 4 minute video would you watch it? (redoxlife.biz)

What is it?

I could try and stumble my way through it, but I would much prefer you watch the 4 minute video. It's not going to give you all the information you need to make a decision, but it will certainly give you enough for you to know whether you want to know more. Sound good?

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PROSPECTING QUESTIONS / STATEMENTS

You can make a statement and ask for interest ...or simply ask a question

I have come across a technology that is helping people with their health challenges. Some medical professionals are calling it the biggest health science breakthrough since the discovery of penicillin. Does that sound like something you might like to know more about?

Hey Bob, I just discovered an amazing health technology that is 10-15 years ahead of its time. Any health challenge you can think of we are seeing amazing results.

If there was a way to train harder and recover faster... would you want to know about it?

If there was a technology to increase your athletic endurance and recovery and it was good for you... would you want to know about it?

If there was a technology that was allowing people to look years younger in a matter of weeks, and it was actually healthy for your skin would you want to know about it?

I just started using a product that's really improving my kid's skin challenges...and its actually healthy for their skin... as a parent is that something of interest to you?

If there was a way to create an additional stream of residual income and it didn't get in the way of what you are currently doing, would you want to know about it?

Do you keep your options open when it comes to making money?

60 SECOND PREVIEW to create more curiosity & intrigue!

(The product answer to "what is it?")

*Your body is the most complicated communication network on earth. Every second of every day your cells are signaling and communicating critical messages for health, healing and repair. This signaling impacts every system, every organ, every function of your body, in fact you could say. **if your cells can't signal, little else matters.** Unfortunately, we lose about 10% of our signaling with every decade and so, things just don't work like they used to!*

*This ASEA Redox technology is a unique cell signaling supplement that can amplify and clarify this critical cell signaling and the difference it's making in people's lives is nothing short of astonishing. For many people this is the missing link to better health and vitality! In fact, any challenge you can think of, and we often see remarkable results! If I sent you a short 10-minute video, would you check it out? (**RealRedoxResults.com Overview**)*

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INDIRECT APPROACH (added to prospecting questions and statements)

- It may not be for you, but I would love for you to take a look and give me your opinion.
- It may not be for you, but I want everyone I love and care about to know that this technology exists. What you do with the information is totally up to you.
- It may not be for you, but you probably have loved ones who deserve to know this technology exists.
- It may not be for you, but you might know the kind of person I am looking for.

CONNECTOR / PERSON OF INFLUENCE

If you could create an additional stream of income without changing your schedule, and it simply meant opening some doors and making connections, would you want to know about it?

NETWORK MARKETER

I understand you have been involved in Network Marketing before. I wanted to ask you... if something truly unique and exceptional came across your desk would you be open to taking a look at it, or are you 100% emotionally attached to what you are currently doing?

20% OFF ENROLLMENT CODES

I just want to let you know that I have some promo codes offering 20% off the first order and I would love for you to be able to take advantage of one of these codes, if it is of interest to you. I am introducing a lot of people to this over the next couple of days and I only have 4 codes, so if you can watch the information in the next 24 hours, that would be great. Sound like a plan?

Prospecting is a MILLION DOLLAR Skill. Practice it!

TIP #1 It's not what you say, but how you feel about what you say that is important. To put it another way, it is not the words that you say but the song that you sing! Your enthusiasm and energy (from your belief and conviction) will move people more than the words themselves. Don't get too caught up in saying everything perfectly. Speak from your heart.

TIP #2 Be yourself. Be transparent! Don't hide the fact that you feel so strongly about this technology and how it can help people, that you decided to become a "rep" (a generic term people are very familiar with).

TIP #3 When you put the ASEA story in front of the right people, they get it. When you put it in front of the wrong people, they don't get it. Spend more time looking for the right people and less time trying to convince the wrong people.

Some Will – Some Won't – So What – Someone's Waiting – NEXT!