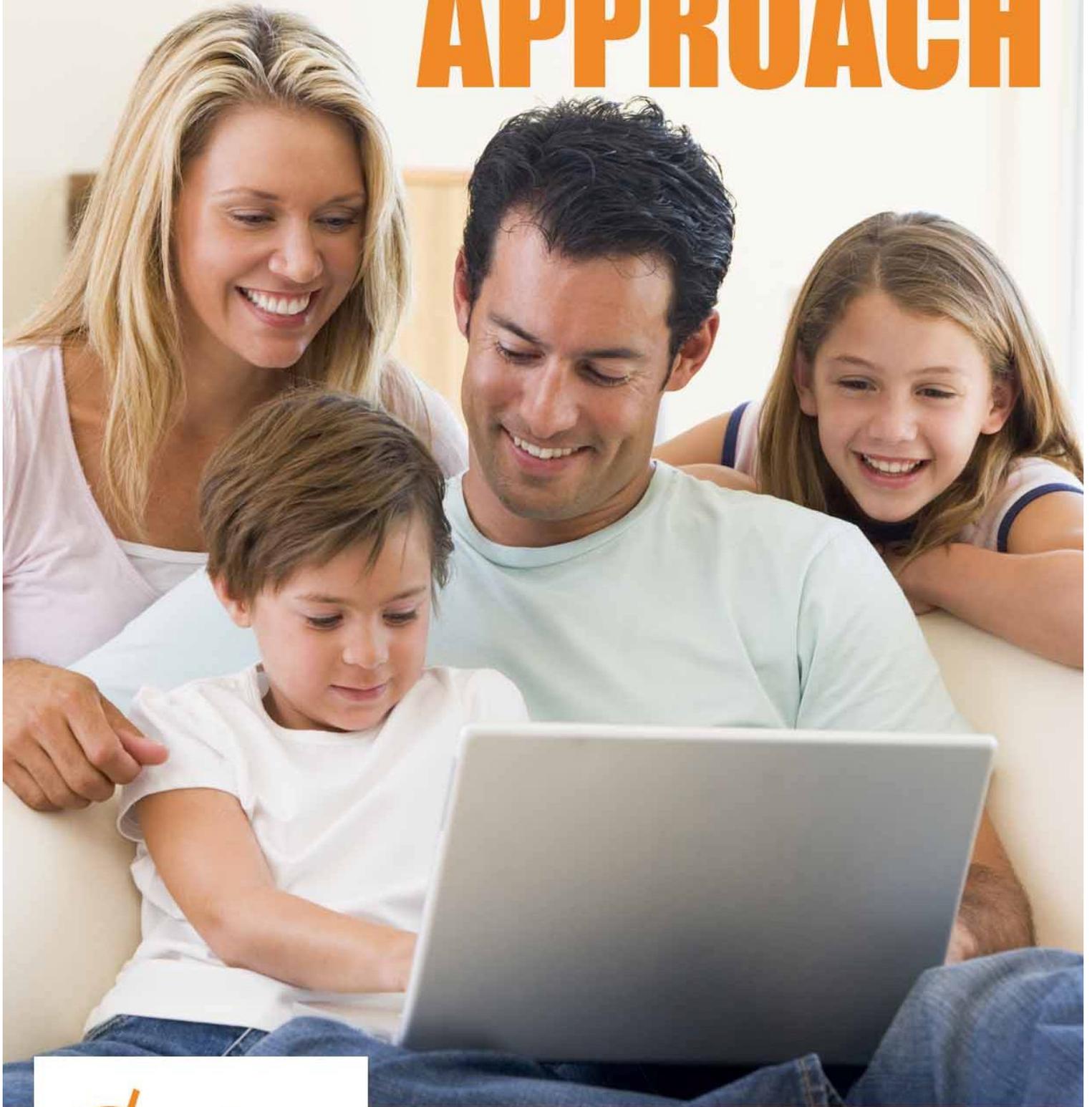


THE FEEDBACK / PRACTICE APPROACH



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Dual Networkers - Professionals In Home Based Business

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The Feedback & Practice Approach System

What is the Feedback & Practice Approach System?

First let me tell you that this would have to be the BEST way I have ever come across for actually getting a new person started and not only a new person but also for starting a new program for yourself if you have been around for a while.

I still use this system for new product launches, new system launches and new business launches.

It seems to be a magic formula that works and works very well.

The Practice Approach/Feedback Approach allows you to break down walls and overcome barriers that would normally be in the way.

It also turns skeptical people into people who are genuinely interested in listening to you and giving you a fair chance.

So to say that I am a BIG advocate of this approach would be an understatement. In this section you will receive scripts, key phrases and simple strategies to use to help you and your business development.

Please Remember:

This "Practice Approach" is exactly that, it is about you getting practice and being able to analyze what works and what doesn't.

It is not an undercover operation to sign someone up.

The fact is though, because our products are so unique and so powerful, many of the people you practice on will want the products or will want to join you in business, so be ready, however, make your priority to be PRACTICE.

Imagine that, you are NOT trying to sell the products and/or business but because you are not putting any pressure on the people you are speaking to, they want to get started with you.

It is very exciting when this happens, it doesn't happen every time, however it does happen.

I have used this system/approach so many times to help new people get started and get out of the blocks, they then go onto making money and making money fast. Now it is your turn.

This training is not just for you to know how to use it, it is for you to use with your new team members and show them how to use it.

Dual Networking is a system that is designed to help you get your questions answered and give you a step by step process of success.

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1. First Steps.

Step 1. Go through your Fast Start Guide:

<http://dualnetworking.com/getting-started-with-mannatech/fast-start-to-your-mannatech-business/>

You must do this before you start your practice approach. It gives your clarity and focus for the road ahead.

It is important to go through your fast start guide first, set your goals and get an understanding of your new business and business system.

Don't take too long to do it though, there is no reason you can't be learning and doing at the same time, just like all the other leaders in Mannatech around the world.

Step 2. Learn these Key Words and Phrases for the practice approach system.

We recommend you start with the scripts we have made for you, however it is also important for you to know and understand the keywords and phrases we use:

- *"I need your help"*
- *"I am looking for a friendly face"*
- *"I am very nervous"*
- *"I want to get this right before I start my complete marketing campaign"*
- *"I want to impress the person training me"*
- *"You know how I was....(looking for a way to have my own business at home, get out of debt, have more money etc)"*
- *"You will be that friendly face for me won't you?"*
- *"Thank you for being my friend and someone I can rely on"*
- *"I need you to be TRUTHFUL with your answers, because they allows me to learn. So if you are interested, be interested, if you are not then tell me, it is OK, I won't be hurt, I just need the practice."*
- *"What interests you the most: Weight-loss, Health or making money?"*

2. Feedback Approach For NutriVerus (can be used anywhere, not just on facebook):

Please remember, this is not a practice approach, when you are using this approach people will be interested.

Step 1. Can be used anywhere on anyone - it is the one that the Dual Networkers use all the time and it works.

"Hi....,

I was wondering if I could get your feedback on something, if you don't mind?"

Our company has just launched a new product and I want to get your thoughts, would that be ok?"

We need to get our promotion correct because of the importance of this product.

Do you take a vitamin & mineral supplement or any other kind of supplement?

What do you take?

OK did you know that 95% of all vitamin and mineral supplements are synthetic?

Do you know what synthetic means?

Synthetic means it is made from coal tar and coal tar is that black sludge at the bottom of an oil barrel.

We have made the worlds first plant derived vitamin and mineral.

So what do you think your body needs, a product made from the coal tar which is the black sludge at the bottom of an oil barrel or plants?

Great, if you like I can send you some information?

What is the best email to send you this info?

Make sure you give me your phone number in case I make a mistake or it bounces.

So if I send you this video you will look at it?

*Great I will give you a call and see what you think in a day or so.
Also are you on Facebook?*

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Great, let's connect there as well and then I can add you to a special Facebook group. You can see the results people are getting from this product as well. What is your Facebook name?"

Step 2. Send them link or sit down with them and take them through it with them. Watch it on the internet and guide them with every step.

or

Send them the link to <http://yourwellnessbreakthrough.com/username> page or the NutriVerus video through the Navig8 Email Compiler or if you can be with them (this is the best option), then just watch the videos with them from the Mannatech XFM area <http://library.mannatech.com/xfm> .

If sending an email, put in the email:

Hi,

This is the video I promised, make sure you watch the video and leave your details, the extra information is on the next page and I know you will love it.

This video will show you the difference between real food nutrition and synthetic and how you can make the switch just like tens of thousands of people around the world.

Step 3. Take them through the Wellness System

Now use the Wellness System inside Dual Networking.

Be courteous and take them through the questionnaire and then the order form.

You can get all of the documentation here: The Wellness System:

<http://dualnetworking.com/getting-started-with-mannatech/your-systems/the-wellness-system/>

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2. Facebook Practice Approach for Osolean:

Note 1. – this is for Osolean but you can do the same for business

Note 2. – Any of the below scripts are being written in Instant Message on Facebook

Step 1: (You are doing this via Instant Message on Facebook)

Hi _____, (FORM them and build a relationship, then ask them these questions)

We have been looking for a way to (get out of debt, stay home with the kids, and increase our income) and I believe I have found a way. But I need someone to practice on because I have just started a business and I really want to be successful.

Do you think you could help me out? (wait for answer)

Don't worry, I'm not trying to sell you anything but I just need someone to practice some of our procedures we use with potential clients/business partners on Facebook. I will just take you through some steps, add you to some of our groups in the process and just finish off with a quick questionnaire.

It would really help me out because I need to get more confident.

Do you think you could help me out and be that friend I need?

Step 2: (You are doing this via Instant Message on Facebook)

Thank you so much, I really appreciate your help and feedback.

Before we get started though, I need to ask one thing, can you be 100% truthful with me?

If you are interested be interested, if you are not interested than just let me know, I need the practice on both types of people and I wont be affected?

I'm just going to ask you a few questions, add you to some of our Facebook groups and send you a link to my website.

I am going to post "the post" that you would be responding to and you would ask for some more information. This post would be on Facebook somewhere as an ad. It is very easy and simple to do.

Is it ok for me to post it to you now? (wait for answer)

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Great this is the post:

I am looking for 10 people to take the 90 day fat loss challenge. Our product burns 3 times more fat, increases lean muscle mass, reduces the appetite, is all natural and 100% guaranteed to work for you or your money back, no questions asked!!

So I am ONLY looking for people who are absolutely serious about getting results. Naomi took the 90 day challenge and lost 10 kilos and went from a size 14 down to a size 10. Send me a message or email."

- **Below is the response you send to someone when they ask for info – If the person you are practicing on is REALLY interested at this point...send them this message:**

Hi Michelle

Thank you for getting back to me regarding my post about our 90 day fat loss challenge.

Because you have requested information, we have an exclusive, invitation only support group on Facebook, whose main focus is helping release fat fast. You will be able to see real results from real people. There is no obligation to buy the product as we help people who are not on it too. You can ask questions, get ideas and improve results, just from being part of this group. I will just add you to that group now.

Before I send you all the information, can I ask you a very simple question?

On a scale of 1 - 10 how serious are you about releasing weight? The reason I ask is because our products are 100% guaranteed to work for you, and we are flat out from all the people asking for information, so we can only deal with people who are absolutely serious about getting results.

We know we can help anyone release fat and get to their desired goal because we are serious as well.

Step 3: Add your friend to the Wellness and Fatloss friends group. They will respond to your question.

Step 4:

That's great that you are so serious!

The 90 day challenge is a group of people I work closely with to help them reach their weight loss goal.

I help you look at how you can improve your diet with healthy options (it is not a diet, we believe in lifestyle changes that you can sustain), how to get more active (no It's not about hard to keep up exercise programs, even just a walk 3 times a week is fine) and I help you get into the right mindset to achieve your goals.

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There will be a special group for this challenge.

Each week you will give us your measurements and weight, so I know how to help you best. I will give you coaching in this group to ensure you are successful in losing the weight you want to lose. That is why I ask for serious people.

NutriVerus & Osolean are amazing products specifically designed to help your body:

- 1. Burn three times more fat than muscle.*
- 2. Retain lean muscle for calorie burn,*
- 3. Boost your metabolism*
- 4. It's a natural appetite suppressant.*
- 5. Give your body the proper nutrients that no other supplement or shake on the planet can do, to stop the "rebound effect"*

It does not involve starving your body or having to replace your meals with shakes. You can enjoy food and still lose weight. It is a NEW and exciting protein peptide technology product made exclusively for us, no other company has the formula or gets the results like we do

If I send you a page that has a short video on it that will give you a brief overview, will you be able to look at it? It only goes for 2 minutes.

(wait for response)

Step 5:

Can you watch the video and then fill in your details and you will be directed to the most powerful video in the weight loss industry.

And as a FREE gift, we will send you our Fatloss E-Course that will cover such topics as:

- Preparation is the key to your success..*
- Where does your day start? and many more...*

This E-Course is a series of emails sent directly to your inbox every two - three days so that you can watch the information at your own leisure, taking notes and writing down any questions that you may have. You can unsubscribe from that at any time but the information will be helpful for you no matter what.

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<http://releaseyourfatnow.com/username>

Our programs start from as little as \$18.75 per week and then depending on how serious you are, you can add extra products from there.

When you have watched the videos just get back to me with any questions you may have. We have a lot of people interested in this challenge so if you are serious please get back to me as soon as possible.

Thanks

Step 6:

Give your friend a call and go through the Osolean Questionnaire.

You can get all of the Osolean System Documentation from here:

The Osolean System: <http://dualnetworking.com/getting-started-with-mannatech/your-systems/the-osolean-system/>

Ask them for their feedback.

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4. XFM: Extreme Food Makeover Practice Approach (TOTALLY RECOMMENDED)

We totally LOVE this script. It gets you straight into business building mode and gives you the potential to make a lot of money fast while at the same time get the practice you need to succeed.

This is a simple script and remember it is ALL about how you deliver it, just be relaxed and open. You are NOT selling something, you are getting practice and asking the people that care about you for help.

Step 1: Script:

"Hi (name)

I was just wondering if I could get your help? (wait for answer)

I have finally started my own business and I have found the perfect product that I am going to start marketing, but before I do, I need to get some practice and I was hoping you could come and be my guinea pig along with some of my other friends if I fed you?

Don't worry I couldn't care less if you bought anything, my marketing campaign will take care of that, all I need is the practice to start of with.

So what do you say, will you be my guinea pig especially if I feed you?

Great which night works best for you, Monday or Tuesday night (choose the nights you like).

Great I will make sure I buy the food today. You are a great friend."

Step 2: Confirm

Make sure you call them the day before the meeting:

Script:

"Hi (name), just letting you know how much it means to me that you are coming on (say the night) and allowing me to practice on you, I have purchased the food and it is going to be a lot of fun.

See you tomorrow night..."

Step 3: On the night (follow the XFM System)

Thank everyone for coming and allowing you to practice on them.

Step 4: Closing the event...

Take them through the Wellness System

Now use the Wellness System. Be courteous and take them through the questionnaire and then the order form.

You can get all of the documentation here: The Wellness System:

<http://dualnetworking.com/getting-started-with-mannatech/your-systems/the-wellness-system/>