

A close-up photograph of a man with short dark hair and a goatee, wearing dark sunglasses. He is holding a clear plastic cup with a black straw to his lips. The background is a blurred city street at night with warm, bokeh lights. The text is overlaid on the lower half of the image.

# **TURN PROSPETS** *into distributors*

**LESSON #2: HOW YOU CAN TURN YOUR PROSPECTS  
INTO DISTRIBUTORS WITH A 3-STEP APPROACH.**

# NETWORKING

*should be fun!*

YOU SHOULD ENJOY THE EXPERIENCE

YOUR PEOPLE SHOULD BE EXCITED

YOU SHOULD HAVE RESIDUAL INCOME

YOU SHOULD HAVE TIME FREEDOM

YOU SHOULD HAVE BETTER SLEEP & LESS STRESS

*Unfortunately, many do not enjoy it.*

After this lesson you will start doing things that make you & your prospects enjoy the experience.



# THE BIG PICTURE

IF YOU WANT YOUR PROSPECTS TO JOIN YOUR TEAM  
THEY NEED TO \_\_\_\_\_ WORKING WITH YOU!

They may prefer \_\_\_\_\_ about  
things before you have them watch  
a video.

You need to  
\_\_\_\_ things  
that they  
\_\_\_\_\_!

They want to know that you  
\_\_\_\_\_ their situation and that  
what you offer is \_\_\_\_\_ to them.

# PEOPLE LIKE MAKING \_\_\_\_\_.

- What options do they have to \_\_\_\_\_?
- What options do they have to \_\_\_\_\_ about the business?
- What options do they have to \_\_\_\_\_ their \_\_\_\_\_?



## RULE OF THUMB

RULE OF THUMB: How do you find out what your prospects want?

*Excited (new) distributors ask me what the rule of thumb is about different aspects of the business.*

THE UNIVERSAL RULE OF THUMB: \_\_\_  
YOUR PROSPECTS WHAT THEY \_\_\_\_ AND  
GIVE THEM THAT.

**THE 3-STEP  
APPROACH TO  
GETTING PEOPLE  
TO JOIN YOUR  
BUSINESS**

*No one wants you...*

People don't want you  
or what you do. They  
want what you \_\_\_\_\_.

# STEP #1: FIND OUT THEIR END GAME

WHAT \_\_\_\_\_ DO YOUR  
PROSPECTS \_\_\_\_\_? WHAT ARE  
THEIR \_\_\_\_\_?

If you have a prospect that wants \$1K a week residual income, build their \_\_\_\_\_ that you can \_\_\_\_\_ them do that (through stories, examples)

**BUILD THE**

\_\_\_\_\_  
**YOU CAN**

\_\_\_\_\_  
**THEM.**





## Discover their

.....  
Focus all of your time on how O2WW is going to give your prospect the ..... he or she wants (their .....

Get really good at asking ..... so that you are CLEAR on their .....

- What's your end ----?
- What are you looking to .....
- What would a great ..... look like for you?
- How will you know that you --- it?
- What are your goals?
- What would make your current ..... better?

**STEP #2:  
BUILD  
THEIR**

**THAT YOU CAN  
THEM.**

- What are your \_\_\_\_\_ points that you can help them?
- Have you done it yourself?
- Have you \_\_\_\_\_ other people to do it?
- Do you know of people who have done it?
- Do you know how they did it?
- Can you tell them the stories they are interested in? (Facts tell, stories sell)

# **STEP #3: GIVE THEM- CHOICES...**



Offer them \_\_\_\_\_.

You don't want your prospects thinking, "Do I \_\_\_\_?", you want them thinking "\_\_\_\_\_ do I \_\_\_\_?"



- Would you prefer A or B?
- “\_\_\_\_\_ do I buy?”

## Would you like to...

- Purchase a week of samples or get a month supply?
- Get a free position or does it make more sense for you to get paid to lose the weight?
- Feel better during the day with Thrive or sleep better at night with Nightfall?

**GIVE THEM**

\_\_\_\_\_.

