

HEALTHY LIVING FOLLOW-UP ?'S

1. What did you like best about what you heard/learned?

This shows greatest need, what part of the program they valued (THIS is your place to focus)

2. What intrigued/surprised you the most?

Reveals their need/interest

3. Who do you know personally that could benefit from the clean eating program?

This gets them thinking about who they would want to join them. Tells you to proceed – individual boot camper – a duo – host/future consultant who wants multiple people to hear the info

4. On a scale of 1-10, with 1 being, “Sign me up . . . I’m READY” - Where do you see yourself?

This shows the next steps . . .

1-4 = Sign them UP!! Book a tasting & ask who do you know that needs/wants to do this with you? Who will your accountability partner be? THINK REFERRALS!

5-7 = Not ready – Book a tasting to hear more & invite a few – suggest they start small (replace breakfast with a shake/coffee with fizz/add in Digestion Plus)

8-10 = Work thru hesitations (timing? money?) - book an event and keep sharing with them – invite to next HHH