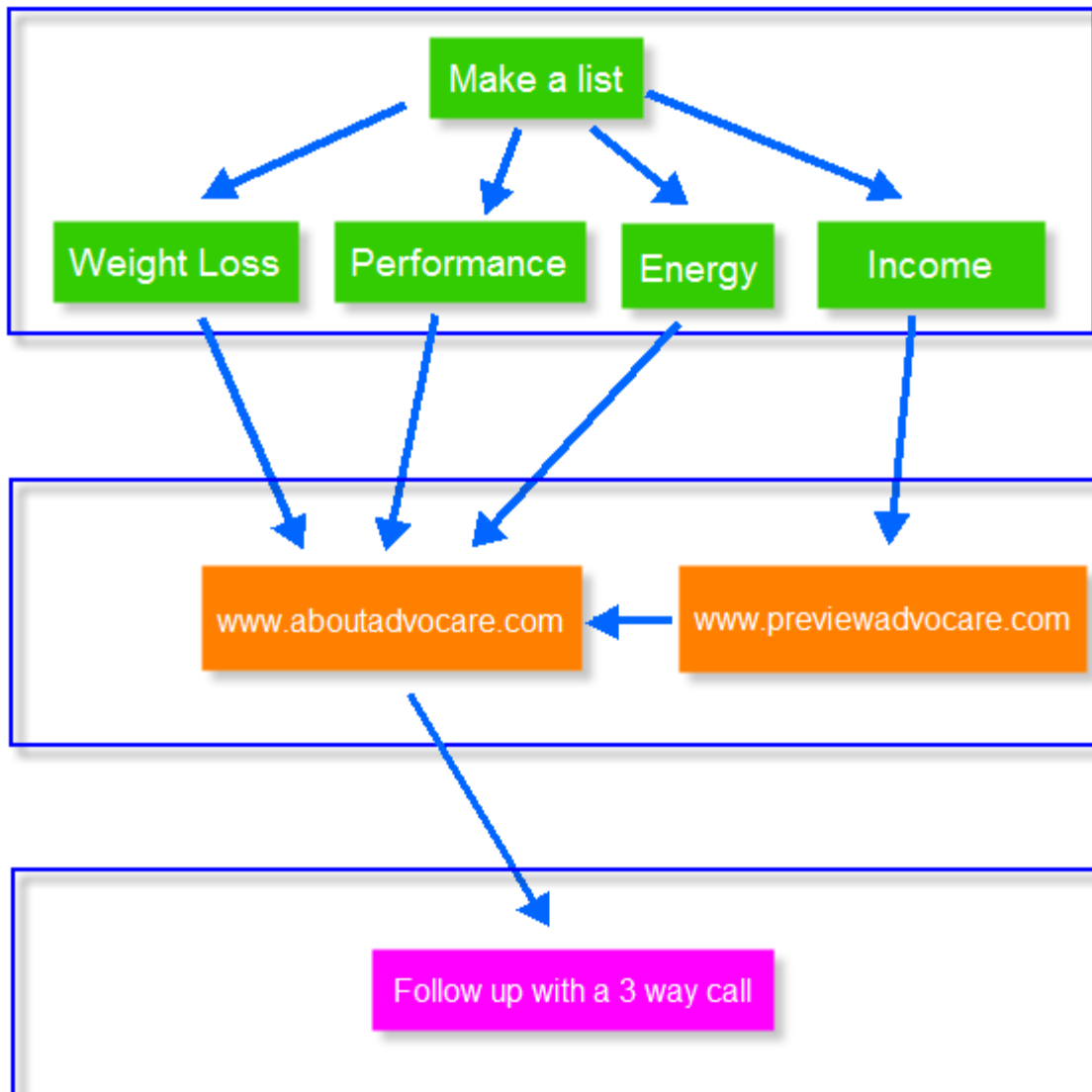


Get Paid Fast!



Get Paid Fast!

Make these conditions are met first:

- You are a distributor (any level).
- You have a stated goal of earning income and a specific amount..
- You know how to work the conference feature of your phone.
- You have access to a computer.
- You have visited <http://www.aboutadvocare.com> and <http://www.previewadvocare.com> and watched the videos with the sound on.
- You have your sponsor + 2 other leaders phone number on speed dial.

How it works and word choices:

- 1) Make contact via phone or in person with each person and confirm that they want the solution you “think” they might need through normal conversation. **Be alert and hear what they are saying.** Catch up with them and their life, get them talking freely about their life.
- 2) As you listen compartmentalize what you’re hearing into 4 major areas: weight loss, energy, performance and finances. Your invitation will be based on what they say they want.
 - a) If their need is energy, performance or weight loss invite them to <http://www.aboutadvocare.com>
 - b) If their need is income related loss invite them to <http://www.previewadvocare.com>
- 3) Invite using these words, “...remember you said xxxx, well I saw a video online that you should check out, it’s related to xxx. Will you watch and tell me what you think?”
- 4) When they accept your invitation
 - a) Give them the appropriate video web link
 - b) Remind them to turn up the sound on their computer
 - c) Get a day and time to follow up with them.
- 5) When you follow up (either by phone or in person)
 - a) Say these words, “...so, what did you think of that video?...”
 - b) You want them to ask you a question about the video or something they saw, keep the conversation going until **they ask you a question.**
 - c) As soon as they ask the question – repeat the question to them then say these words, “...that’s a good question, hold on for a second...” and dial your sponsor for a 3 way.