

## Reaching out to Prospects through Facebook Messenger or Email



There are many different things you could do or say to reach out to people. You always have an **ADVANTAGE** when you approach people who **KNOW** you – **LIKE** you – **TRUST** you, so this is a great place to start after you have **LAUNCHED** your business publically on social media i.e. your Facebook timeline. So this is really step 2 of 2

### **Here is what I say.... but please note a few things first...**

- ✓ If they have been in Network Marketing before leave IN about industry retention, if not, you could take it out.
- ✓ If **YOU DON'T** have a Health and Wellness background amend the bit about that aligning with your passion for Health and Wellness and put in 'your new interest for health and wellness'
- ✓ If they have not been involved with a work from home opportunity before, amend the bit about 'are you still doing...?' and leave it to say ' I have something I think you will be really interested in'
- ✓ Tailor the tone of the message to suit your personality i.e. I have a bit of humour in at the end... this may not suite you?
- ✓ You could shorten it, less can definitely be more sometimes, however in my opinion, we have some real key elements in the message;
  - 1- We are letting people know what essential oils are, and we are a global leading company
  - 2- We mention we don't sell, we give samples, some people run at the thought of selling
  - 3- We mention the growth; timing is important, growth means opportunity!
  - 4- If from a Network Marketing background 68% is unheard of and is a complete game changer, it's on average 12% and normally 20% max, so this is a **VERY** important statistic
  - 5- We mention the videos are only 7 mins long! This will encourage them to watch as it won't take long!

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- ✓ Anyone replying to your approach with questions or asking you what's next? Just let your sponsor know and they will guide you on how to reply. However the objective is ALWAYS to invite them onto a zoom call to find out more about our oils/business, your sponsor will support you 100% with this.

### Here it is...

Hi..... I hope you're well, are you still doing? If not, I have something I think you'll be really interested in!

I've been looking for something new for a while that ticked all the boxes and aligned with my passion for health and wellness, and I've found it!

The company is called doTERRA, they are the World Leaders in Certified Pure Therapeutic Grade Essential Oils (Natural Medicine)

They essentially provide a Natural Alternative to using over the counter drugs and medication which are laden with chemicals which can result in side effects – dependencies and long-term ill effects! So they help people with their health issues and overall wellbeing i.e. Preventative Health Care.

We don't 'sell' the oils per se, we simply give out free samples and the oils sell themselves! It's very refreshing and rather exciting!

The company has gone from 0 to 2 billion per year in global sales in just 10 years; it's growing faster than Apple did in their first decade, absolutely staggering growth, people want to take control of their health naturally.

The company enjoys INDUSTRY LEADING RETENTION of 68% - anyone in Network Marketing will fully appreciate what this means!

Have a look at these 2 brief videos (7 mins in total) and let me know if it's of any interest?

Look forward to hearing back from you; it might be everything you didn't even know you were looking for lol... very exciting! Thanks....

Please click on the links below to view;

We are changing the world 1 drop at a time – 4 minute video <https://vimeo.com/271525877>

Validation that we produce the purest essential oils in the world - 3 minute video: <https://vimeo.com/262175856>