



smarternetworker

- Use brightly colored card stock
- Don't add text to the flyer, keep it short and simple*
**The flyers are designed to generate a phone call, not close a sale*
- 9 per sheet is creates a perfect size flyer and stretches your advertising dollar
- Leave a constant trail of flyers everywhere you go
- Place flyer on driver-side door between the glass and rubber near door handle
100 flyers = 1-4 calls

- Set up Voice Mail number – There are many free or low cost services available, like Google Voice. Clients will call at all hours so don't use your home or cell phone.
Message: "Thanks for calling XYZ Wellness (use your team name or DBA name), due to the overwhelming response to our advertising campaign, all of our representatives are busy assisting other clients. Please leave your name and number and we will return your call in the order in which it was received. We look forward to helping you reach your weight loss (substitute as necessary) goals."

- Use Pg. 44 of Script Book for retail product sales
- Use Pg.16 of Script Book for opportunity flyers
- How to PAY your clients:* Take "before" pictures and measurements, take "after" pictures and measurements, create testimonial story, put all testimonials in a monthly drawing, pay 1 or 2 people, \$100 or \$200, per month. (More details on Pg. 46) Use these stories to encourage other clients, promote your products and close future sales. This is a great investment in your business!
NOTE: Most people only care about the results, not the money, and they will not give you the pictures and measurements. You will need to encourage people to become a testimonial.

- The Script Book Bundle contains dozens of scripts to help handle objections, find quality business partners and leave professional voice mail messages, and so much more.

