



How to approach the business with someone you meet or start chatting to

Just start basic chit chat about the weather, this long bus or shopping queue, their nice coat, their child etc, and generally get them chatting freely. Once you have been chatting for a few minutes and they seem relaxed with you....just say..... I wonder if you can **HELP ME**, I've just started a home based business that I'm very excited about, and I'm looking for people who may be interested in earning an extra income part time from home without compromising what they already do. Would you know of anyone looking for more money right now?

They may say **what is it?**

YOU SAY It's in the health and wellness sector but obviously I can't explain it stood here. If you're open to swapping telephone numbers I would be more than happy to give you a quick call and tell you more about it.

As you are asking this, you **MUST** be holding out your card towards them and have a small pad handy also, ready to jot down their number.

If someone is insisting on knowing more there and then, do not tell them all about Aloe Vera and Forever Living as it will blow most out there and then!

WHAT TO DO

Just say.... OK the company is 35 years old... it trades successfully in over 150 countries worldwide.... it is cash rich, debt free and is backed by over 1.5 billion *(don't say dollars as they then think AMERICAN)* in property all over the world. It operates in one of the fastest growing industries in the world and has a very exciting income opportunity whether you are 18 or 80. I would love to explain it to you, so again if you are open to exchanging telephone numbers I would be more than happy to call you and arrange to sit down and explain it properly *(holding out your card again)*.

This is something that you need to practice...practice and practice until it becomes part of you. You have to practice this over and over and then just go out and try it with people. If you ask 10 people you will on average get 1 or 2 interested in finding out more.