Member Update Appointments Dialogs

* The invitation.. tell them .. What’s in it for them….

-- saving money on the promotions and discounts ( 10% off autoships, $10 coupons to purchase up to a $100 product)

-- free product

--free shipping etc

*“ I am calling all my customers , There are a number of really good new promotions and significant discounts and savings I want to make sure you know about… I’m all about helping people save money ..”*

* Ask .. *“ When you think about your friends… what health issues do you hear them having concerns about? “*
* Tell them about Monday Wellness Webinars and Health Chat conference calls .. Explain informative informal non-salesy.. And receive free stuff for attending and more free stuff for inviting a friend or 2 . ( free shippping, free product, etc )

Close to Member Update Appointment or Other Phone Call

* Oh by the way .. We are starting business training classes in 2 weeks. Have I ever spoken to you about home businesses .. And the tax and income benefits?
* One of the reasons home businesses are so popular today is because we’ve been through one whopper of a recession and there is talk of another in the wings .. And the idea of a financial safety net is appealing to many families.
* So want to check in to see if this is something you or someone you know may want to know more about. .. And besides .. We work with some of the most wonderful people I’ve ever met .. Being part of a community of like-minded people dedicated to wellness and prevention makes the work really delightful… let alone lucrative.

Conversations to Help Identify Business partners

**“Been hearing a lot lately about…**

* Baby Boomers and their impending retirement .. (“ Boomers Face a Shocking Retirement Savings Short-Fall” Fiscal Times, Oct 2015) .. Average portfolio of Boomers contains $136,000 which will provide annual income of $9000)
* Social Security … average monthly payment Jan 2016 is $1341 …the maximum at full retirement age is $2600.. Only payable to those with 35 working years. .. And there is danger in the future it will diminish or disappear.
* Or about the necessity for Emergency Funds… should be enough to cover all living expenses for 6 months to a year (housing, food, transportation, health care, personal expenses, debt repayment… adds up to thousands of dollars fast)
* Or about the skyrocketing costs of college (average student loan debt is $35,000 .. Plus the interest added every month.. And it is never excused)
* Or about US credit card debt (household that carry credit card debt … average a balance of $15,000) “

Ask Questions gently and share why you are inquiring…  
***“I’ve been becoming aware… I’ve been reading lately...I heard a story the other day…”***

* *Could I ask … Have you heard of any moms who might want to be home but still contributing to the family income?*
* *Could I ask .. Does anyone come to mind who might be near retirement and looking for some additional income ..and wanting to be active and productive?*
* *I work with some Empty-nesters who now have more free time and are rather liking creating a business of their own .. With nice income .. But what they say they appreciate most is .. Working in a community of other women in work that is so important and rewarding. Anyone coming to mind you think would want to know more…*
* Be careful about asking too directly questions about financial matters that are typically thought of as private.