

Thank you/Follow-up Calls

- ⇒ **As NSD Yvonne Lemmon shared....**shame on us for not calling after she went through so much to get their guest to us.
- ⇒ **As NSD Lisa Madson declared....**follow-up was the difference for her First Million and her 3 time TWO MILLION UNIT CLUBS.
- ⇒ **Schedule time in your day after events** to do your follow-up!! Schedule it!
- ⇒ **KEY POINT:** Your unit member needs to be clear that you will be calling her guest to get her opinion.
- ⇒ **Ask lots of questions...**the more she talks the more you will find her desire to join. Keep asking as long as she is engaged and chatting with you.

Follow-up with a guest after she has completed a Dream Session by unit member.

"Thank you for taking a few minutes to do a Dream Session with _____.

_____ told me she would love to work with you...now you might not want to work with us right now and that is fine but she so respects your opinion!!

Thank you for being a woman of your word. Do you have just 5 minutes that I can ask you a few questions about your Dream Session, I'd love your opinion? Great...

Did you have a good time?

_____ (consultant) told me you know each other through _____. She shared (a couple of compliments) about you. Your support and belief in her is priceless!

What did you learn about MK during your chat with _____?

Was there anything you heard that surprised you about our company?

How did _____ do with her presentation? What was your favorite part?

Is there anything we can tweak on this to make it more clear?

Were all your questions answered?

Have you ever considered working with your consultant in MK? You know we would sure love to work with you!

Did she tell you about our Be Brave Gift for those who want to just give this a try? It is only \$35 to get started.

Then she will probably give you some objections...overcome if she is open. If not, try for a Dream Session.

Follow-up with guest from a meeting with products:

"Thank you for attending last night's event. Susie told me she would love to work with you, now you might not want to work with us and that is fine but she was so proud to have you as her guest!! Thank you also for being a woman of your word. Do you have just 5 minutes that I can ask you a few questions about last night, I'd love your opinion? Great...

Did you have a good time?

What did you enjoy the most?

What did you learn new about our products?

What products did you enjoy? Were you able to treat yourself to one of the specials?

Are you excited about your next appointment with your consultant? Which products are you going to play with?

Was there anything you heard that surprised you about our company?

Were all your questions answered?

Have you ever considered working with your consultant in MK? You know we would sure love to work with you!

Did she tell you about our Be Brave gift for those who want to just give this a try? It is only \$35 to get started. Then she will probably give you some objections...overcome if she is open if not try for a Dream Session