



## Customer & Business Connect Conversations

These examples will help you share the jewelry and business opportunity from a **place of service!** Never “pitch” someone in the first message. Connect the same way as you would in person. Remember, people are never looking for a product or opportunity, but they are looking for a **SOLUTION** to their problems. Be **conversational** (I’d even send them a voice message) and simply ask if they’re open, using the below examples as guidance:

### **Your “10 Easiest” Conversations:**

Hey \_\_\_\_\_, how are you???

I just started a new business because {insert your reasoning why you joined or what problem you were/are trying to solve}. I immediately thought of you because {insert why you thought of them}. I would love to include you on the launch. Making others feel good about the way they look, and feel is something I am super passionate about.

Could I send you a piece of jewelry to try and if you love it, would you make a post by sharing your feedback with your friends? If not, no worries at all.

### **Your “10 Best” Conversations:**

Hi, \_\_\_\_\_

I just started a new business opportunity that I’m really excited about because {why are you excited, what problem are you trying to solve?}. I would love to get your thoughts on it. I know it has a potential to impact so many women.

Do you have a few minutes to review a 5 min. Video to see if you or someone you know might be interested? If not, no worries at all.

**More conversations? See below.**

### **APPROACHING SOMEONE YOU HAVEN’T SPOKEN TO IN AWHILE**

Hey \_\_\_\_\_. I was thinking about you the other day and realized it’s been so long since we’ve last spoken! How are you? (Spend a few messages catching up with them)

The reason I wanted to reach out is this... I’m really excited about a business I’ve been building / product I’ve been using and I thought about you. It may or may not be something that you would be interested in, but I’d love to share some information with you to see if you or anyone you know comes to mind!

It’s a great opportunity for anyone not really happy with their current job or career and looking for a change. Would you be open to taking a look?

### **THE OPINION APPROACH**

Hey \_\_\_\_\_. I wanted to reach out and see if you would be willing to do me a favor?

I could really use your HELP. I have something that I want to share with you. I’d like to get your opinion. It’s a new business that I started. I need someone that I can trust to give me some honest feedback. I really value and respect your opinion when it comes to things like this.

If I send you over some short information to look over, would you be willing to check it out?

## **THE REFERRAL APPROACH**

Hey Sue - I've got a small favor to ask - I was wondering if you might be able to help me out with something.

I'm looking for a few new people to work with in my business and was wondering if you knew anyone (choose one of these below)...

- + That isn't happy with their current job or career and looking for a change?
- + Not making as much money as they like and looking for an opportunity?
- + That has great leadership quality that may be looking for a new opportunity / career?
- + Has a family and would possibly be looking for a way to make more money from home?

## **Super Effective Business Conversations:**

Hi, \_\_\_\_\_

I want to be transparent about why I'm reaching out. I'm really loving [insert something about the company that you genuinely enjoy]. You're [insert genuine compliment] which is really nice to see, especially these days. I've recently started a new project online / I'm not sure if you've seen what I do online, and I wanted to ask, are you at all open to learning how you can add an extra \$500-1000 to your bank account by using social media? If not, totally cool. I'd love to stay connected either way!

"...are you at all open to having a peek at what I do to make extra money from your social media account if it wouldn't interfere with what you're already doing? If not, totally cool. I'd love to catch up either way!"

## **Follow-up Conversation (within 24-48 hours):**

"Hey, did you have a chance to watch the video? I'd love to hear what you liked best"

→ Don't ask "what did you think?". People are programmed to think of something negative first. By asking what they liked best it forces them to think of something they liked!

For those who are interested in learning more, or have questions, invite them to our Opportunity Zoom Every Monday @ 8pm EST. You can also share the live video we stream from Team United Fashionistas on facebook through messenger. I mainly recommend coming into the zoom though because the leader will do the closing for you! Don't answer their questions yourself, instead get them on a chat with 1-2 experts. Follow the ATM steps and [find additional scripts inside the Boards app](#).

## **Managing Objections (FEEL, FELT, FOUND can be used for any objection):**

"I know how you **FEEL**, I **FELT** the same way [insert your story/situation], but what I **FOUND** is... [share how you realized you were wrong and why it's actually not at all what you thought]."