

<b>Don't Say...</b>	<b>Instead Say...</b>
I am new and just got started	Our team has combined experience in home business of 20+ years and that gives each of us a solid base to build from.
I don't know	That's a great question I know <name> will cover that let me dial him/her in
Sure you can call me back	What day and time would you like me to set up for you to speak with <name>
Would you like to speak with....	I want to introduce you to ... click and dial

<b>PROSPECTING TIPS</b>
1. Call and email same day you receive the lead – attempting contact 2-3 times a week minimum
2. Talk less, go to 3 way quickly – keep conversation on topic and maintain outline with natural posture
3. Practice putting the outline in your tone and words before calling – sound positive and enthusiastic
4. The talking before the 3way is to buy time for you to reach a mentor as soon as they are ready 3way
5. Keep it simple, breathe, relax, and be yourself – how you say things is more important than what you say

## The Secret to Lead Success

### 1. **Mental Fortitude**

The ability to have vision and know where you are going is critical. This is a business and it won't always be easy but I guarantee it will be rewarding. If you stay focused on the end result and not get caught up in how you feel that moment you will have stable success. At the end of the day "It's all about what is going on Upstairs". This means your mental state will ultimately determine your future.

### 2. **Structure of Steel**

If you develop a routine the processes will become second nature. It is important to perform a set of activities in about the same order on a daily basis. This ensures you accomplish everything that needs to be done in a time efficient manner. We encourage an electronic format to track your contacts, notes, mass email, and calendar. You can use your BeachBody back office for loading your leads, emailing, and calendar tracking. Routine would include: Come home email leads, check email and VM, set daily quota for calls (ex: 20 per day), missed appointments should be moved out 2-3 days for another call back.

### 3. **Awesome Attitude**

For every Action there is a Reaction. If you don't like the Reaction Change YOUR Action! The meaning of this = Personal Accountability. You can bring out the Best or bring out the Worst in someone. Your voice will reveal your posture and posture is an outward projection of your true inner feelings. Ask yourself what you would want as an enroller and leader? (Confident, goal oriented, knowledgeable, positive, high energy) Become what you would want and people will be attracted to you.

### 4. **Constant Consistency**

If you started a diet today and stuck with it for 3 days and then decided to give yourself a day off what is the likely hood that you will pick right back up the next day? You get the point! The longer you are on the diet consistently – the easier it becomes. Your business works the exact same way.