

ChargeUp Call: Wednesday March 30, 2016 / Host: Trish Schwenkler

- INVITE: Invite by asking qualifying questions.

- Share small piece of info, Ask qualifying question, Stop for answer / Repeat

An Invite/Introduction Is Not A Presentation.

-Invite Is Short Information To Keep Attention And Pique, Or Create, Interest.

INFO: I represent (*or What if I can tell you about*) a completely new scientific breakthrough. It is not like anything you have ever heard before. It can dramatically improve your health or the health of someone you love.

QUESTION: Is that something that might be interesting to you?

STOP.

(usually yes)

INFO: This is not a vitamin, not a juice, not a mineral, not an antioxidant, or not a new type of structured water. It is a completely new science based on redox signaling that can help you look and feel 5-10-15 years younger.

QUESTION: Have you ever heard of redox signaling?

STOP.

(usually no)

QUESTION: (*If I could get you some more information*), Would you be willing to spend a little of your time to learn about it?

STOP.

(usually yes)

INFO: I have a few choices for you: The first one is I can send you a video link which might take 15-20 minutes to review <or> I can meet you for coffee and I can show you some information <or> there is a live presentation via an online video webinar or phone call (*where you can join us from the comfort of you home or office*).

QUESTION: What would be the best for you?

STOP.

(usually video link option)

INFO: OK, I will send you an email with a link to an online video.

QUESTION: What is the best email address for you?

STOP.

QUESTION: Is there a text number I can use to confirm you received my email?

STOP.

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*ADDITIONAL TO CONFIRM FOLLOWUP (NOT FROM CALL)*

*INFO: OK, I will send you an email with a link to an online video and confirm by text. The video might take 15-20 minutes to review.*

*INFO: Most people will have questions; and I want to make sure you have all the information you need.*

*QUESTION: Would it be OK if I followup with you after you watch? The purpose would be to answer your questions and possibly arrange a sample.*

*STOP.*

*(usually yes)*

*QUESTION: When do you think you could watch the video for sure?*

*STOP.*

*(Monday)*

*QUESTION: So if I called you on Tuesday, you will have seen it for sure?*

*STOP.*

*(usually yes)*

*QUESTION: What is the best time for me to call on Tuesday? (I have 2PM or 7PM.)*

*STOP.*

*(answer)*

*INFO: OK, I will call you on Tuesday at 2PM.*

*QUESTION: Is the text number the best number to reach you on?*

*STOP.*

*(answer)*

*INFO: OK, sounds great. Speak to you again then. Expect an email from me within the next hour.*

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Typical Tools used (from www.amazingmolecules.com)

1. Redox Breakthrough video
2. Doctors & Science video
3. Science of ASEA video

(so Alexander has focus on science and doesn't provide a look at the company or business... this is his choice and may be suited to the clientele he works with)

"Rules" for Tools:

1. The intent is to provide a Full Picture of ASEA- product, company, business to allow for an educated decision.
2. Use the Tools that you like and you think your prospect will.