HOW TO SHARE PRÜVIT

A² = APPROACH + ACTION

APPROACH
HOW ARE YOU GOING TO PEAK INTEREST?

ACTION
HOW WILL YOU FOLLOW THROUGH?

At the core of all we do is a genuine interest in helping people. When you think of it, prospecting is merely a way to say, “Hi, tell me who you are.”

You walk into a coffee shop, you’re at the gym, you’re sitting on an airplane, you look to the left and see someone that needs Ketones…now what? You’re standing in line at the grocery store and the women behind you are talking about losing fat…what are you going to do? What can you say? You know a friend that would really benefit financially from promoting Prüvit…but how do you break the ice?

We’re glad you asked!!

STEP 1: APPROACH/INVITE
HERE’S HOW TO SAY IT!

Simple Questions
1. Do you drink coffee, energy drinks, or soda?
2. Have you ever used Ketones for energy?
3. Have you ever heard of Ketosis?

Engaging ideas
1. Have you ever heard that fat can be used for fuel?
2. Have you ever heard of fat coffee?
3. We need to talk.

Conversation Creators
1. Family
2. Occupation
3. Recreation
4. Money

Cold Market Example
Me: Quick question…do you have a second?
Guest: Sure?
Me: Have you ever heard of Ketones or Ketosis?
Guest: No?
Me: Oh man! I’m about to change your thinking on getting healthy!! If I text you a super fun video would you watch it?
(pull out my cell phone)
Guest: Sure.
Me: Ok, what’s your number I will text it you.
Guest: 555-555-5555
Me: Cool, watch it right after you get off work and text me back! You will love this!

“TRAIN YOUR EARS AND EYES TO RECOGNIZE OPPORTUNITIES TO SHARE PRÜVIT. THEY ARE EVERYWHERE!
BRIAN UNDERWOOD

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WHAT TO SAY TO ANYONE

Your main goal in the prospecting conversation is to uncover hidden needs and offer possible solutions. The only way to do this is to get great at asking questions. Once you know my needs, frustrations, and situation you can speak directly to what matters to me most.

ASKING BETTER QUESTIONS

1. Would you be open to a fun side project that didn’t interfere with what you are currently doing?
2. Who do you know that is always tired?
3. Do you know anyone who constantly complains about sleeping terribly at night?
4. Ever wonder if there was a way to make money on Facebook?
5. Ever get the feeling you were meant to do something great?
6. What would your super power be if you could choose anything?
7. Tell me about a typical day in your life?
8. How much money do you spend a day on fast food?
9. Ever wish you could travel more?
10. Ever think about how you would like to spend more time with your family?
11. If someone were willing to show you how to make money from home, would you be open to it?
12. Did you know there are ways to create income that flow into your bank account while you sleep.
13. If you had a magic wand, what would your perfect job be?
14. If you had a magic wand, what would your perfect life be like?
15. When you said you wanted to spend more time with your family, were you serious about that?
16. Do you keep your options open when it comes to making extra money?
17. Know anyone that has been affected by the economy that might be open to making some extra money?
18. Are you living the life that you dreamed of living?
19. Do you like helping other people, and would you be interested in getting paid to do so?
20. Do you see yourself doing what you are doing now in 20 years?
21. Have you found what you are looking for that will provide ultimate freedom for you and your family?
22. If money was not an issue, what would you do for fun?
23. If money was not an issue, how would you help people?
24. Have you ever heard of Biohacking?
25. What do you like about what you are currently doing?
26. What would you like to change about your current situation?
27. What challenges have you faced in the past?
28. What are your goals for this year? Why?
29. What made you join a home business in the past?
30. What did you hope to get out of your last home biz that you didn’t get?

ADD SOME QUESTIONS OF YOUR OWN:

1. ____________________________________________
   ____________________________________________
2. ____________________________________________
   ____________________________________________
3. ____________________________________________
   ____________________________________________
4. ____________________________________________
   ____________________________________________
5. ____________________________________________
   ____________________________________________

“IF YOUR LIPS ARE MOVING THEY SHOULD BE POINTING PEOPLE TO A TOOL.
NATALIE KILBOURNE”
PRO TIPS ON MASTERING THE ART OF THE CONVERSATION

- Be genuine
- Listen more than you speak
- Keep it casual
- Listen some more
- Ask great questions
- Use Social Media to discover the person’s interests
- Be present in the conversation, and give them your full attention
- Add value to their life
- Set the Expectations: Be a good role model of a team player
- Use 3rd party tools to validate (facebook.com/justpruvit, videos, Friday Fitness clips, Pruvitnow.com, 3-way calls, articles etc.)
- Inspire to buy, not push to sell

THE MOMENT OF TRUTH
ASK SOMEONE TO PURSUE BETTER WITH YOU

So let’s say that you’re presenting and the prospect hasn’t exactly jumped up and screamed, “Yes!” with excitement to order or become a promoter. Here’s what you can do to help someone get started.

ANSWER ALL QUESTIONS

“Let me ask you this, on a scale of 1-10, 1 being you can’t wait to get off the phone and 10 being ready to get started tonight, where are you?”

“Oh, you’re an ______. What information do you need to help you move from a _____ to a 10?”

They will list their objections.

Never be afraid of questions; it’s a sign that your prospect is thinking about what you presented. It’s scarier when they don’t have any questions at all—they either didn’t understand you or the business presentation, or they haven’t paid any attention at all.

“IT’S SUPER SIMPLE. I BASICALLY PICK A BENEFIT AND ASK IF THEY NEED IT. MOST OF THEM ARE ALREADY LISTED ON THE SIDE OF OUR KETO KAN. IN FACT, IT’S A GREAT PROSPECTING TOOL.

BOTTOM LINE—KEEP IT CASUAL.

ROB DEBOER
EXAMPLE QUESTIONS

Cost
People will always find money for things that they value. This is why broke people have HUGE TVs. It is our job to show them the value we offer to customers/promoters. Examples: 2 for free program, becoming a part of the Prüvit community, coaching & mentorship, redistributing existing expenditure, etc.

Time
Find out where your prospect is spending their time. Are they commuting to work an hour a half each day? How much time a day do they spend watching TV? If you understand the promise, you will be willing to pay the price!

I need more information
Ask them what additional information they need to make a decision, then work from there. Always solve this objection with a tool. Watch this. Read this. Meet this person. If your lips are moving they should be pointing someone to a tool!!

TIE BACK TO THEIR WHY

Go back over how Prüvit is a solution to their problem. If you can’t do that, then you failed at asking enough good questions, or you didn’t ask the right questions. It’s never too late to ask better questions and find out their “why.”

Show them how Prüvit solves or minimizes their troubles, helps them earn extra income, or helps them reach their goals faster. Answering questions gives you the opportunity to emphasize the positive.

YOU GOTTA ASK FOR IT!

Amazingly, many people completely skip this step. You’re not going to get a yes unless you directly ask for one!

There are several ways to do this:
1. Do you see yourself getting started as a Customer, or also as a Promoter like me?
2. Are you ready to get started?
3. Sounds like you’re ready to get started! Let’s get you going right now!
4. Are you ready to rock this with me?!
5. Let’s do this together! My goal is to ________! Do this with me.
6. When you told me you wanted to ________, were you serious about hitting that goal?
7. If you keep doing what you are currently doing, how long will it take you to hit your goals?

WHAT’S YOUR FAVORITE “MAGIC” LINE?

_______________________________________________________________
_______________________________________________________________
_______________________________________________________________
_______________________________________________________________
_______________________________________________________________

WHAT PHRASES DID YOU HEAR TODAY THAT YOU WANT TO TRY?

_______________________________________________________________
_______________________________________________________________
_______________________________________________________________
_______________________________________________________________
_______________________________________________________________

TAKE A FEW MOMENTS TO WRITE DOWN A FEW BULLET POINTS THAT ARE IMPORTANT FROM THIS EXERCISE FOR YOU TO REMEMBER.

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