

Simple 3 Step Process to Time Freedom

- 1) **APPROACH & PEAK INTEREST** (Raise Curiosity ONLY)
- 1) **3rd PARTY EDIFICATION** (3-way telephone calls, Conference Call, Zoom)
- 3) **Presentation** (Expert)

IT'S AS EASY AS STEPS



BENEFITS OF USING AN EXPERT GLOBAL/AUTHORITY

- ✧ **SYNERGY, Working with a great group of people, having FUN!**
- ✧ **THE EXPERT Lends CREDIBILITY to the technology and/or business model**
- ✧ **INCREASE your success rate to 80- 90% when it comes to your prospects looking at Asea's business model and using the products**
- ✧ **THE EXPERT validates YOU!**

WHAT YOU DO NOT WANT TO DO

- ✧ **Don't try to talk about mitochondria and redox biochemistry**
- ✧ **Don't try to explain the compensation plan or network marketing**
- ✧ **Let the Expert Global/Authority answer your prospects questions, create validation and vision!**

PIQUE INTEREST SCRIPTS #1 (General/Business)

(HI _____. IT'S (YOUR NAME) DID I CATCH YOU WITH A COUPLE OF MINUTES?

Listen, I know your busy, and you don't have any extra time whatsoever but,

If there was a way for you to generate ongoing income without changing your schedule, would you want to know about it? This is something you don't want to miss!

Next step, edify your expert and set up a 3-way call or invite them to a Personal Reception zoom. (Calendar and link to Terry's Daily Online Reception can be found at <http://teamliveit.com/events/>)

**"LISTEN...there is someone very important I want to introduce you to. His name is
XXX_____.**

As an entrepreneur, he has been VERY successful and is very knowledgeable about business. He is currently responsible for helping to promote a business model that has already generated over \$600 million in sales internationally and over \$120 million last year alone. Even more impressive is what a warm and friendly person he is."

"NOW... I told him I would be speaking with you and based on what I said he would like to speak to you. He is extremely busy but he said he would make it happen. So, when are you able to schedule a 5-minute call so I can introduce you to him?" or he's hosting an a brief private online reception at XX time (give them the time slot)?

PIQUE INTEREST SCRIPTS #2 (Friend/Business)

(HI _____. IT'S (YOUR NAME) DID I CATCH YOU at a good time?

Great, Listen, I know you're busy, and you don't have much extra time but,

I've discovered something I think you would like to check out, a powerful way for us to generate ongoing income without changing our schedules, I would like you to look at this with me? This is something we don't want to miss!

Next step, edify your expert and set up a 3-way call or invite them to a Personal Reception zoom. (Calendar and link to Terry's Daily Online Reception can be found at <http://teamliveit.com/events/>)

For the Personal Reception Edify Presenter:

As an entrepreneur, he has been VERY successful and is very knowledgeable about business. He is currently responsible for helping to promote a business model that has already generated over \$600 million in sales internationally and over \$120 million last year alone. Even more impressive is what a warm and friendly person he is."

"**NOW...** I told him I would be speaking with you and based on what I said he would like to speak to you. He is extremely busy but he said he would make it happen. So, when are you able to schedule a 5-minute call so I can introduce you to him?" or can you attend a brief private online reception he is giving at **(Calendar and link to Terry's Daily Online Reception can be found at <http://teamliveit.com/events/>**

**PIQUE INTEREST SCRIPTS #3
(Health/Anyone)**

'HI _____. IT'S (YOUR NAME) DID I CATCH YOU WITH A COUPLE OF MINUTES?

Listen, I've come across an incredible health breakthrough that is helping people with their health challenges in ways previously deemed impossible, they say this is the biggest breakthrough in **health, anti-aging, sports performance in our lifetime.**

I don't know much about the science but a friend of mine is an authority, I'd like to invite you to a private reception or I may be able to get him on the phone for 10 minutes, you need to hear about this for the sake of you and your family.

Next step, edify your expert and set up a 3-way call or invite them to a Personal Reception zoom.

(Calendar and link to Terry's Daily Online Reception can be found at <http://teamliveit.com/events/>

PIQUE INTEREST SCRIPTS #4 (Athletes)

'HI _____. IT'S (YOUR NAME) do you have a minute?

Listen, I know your interested in keeping your body performing at the highest levels, I've come across something so powerful you wont believe it.

It's like being super-charged and it has zero toxicity and goes beyond natural.

**You have to meet my friend _____, he is an authority on this.
Next step, edify your expert and set up a 3-way call or invite them to a
Personal Reception zoom. (Calendar and link to Terry's Daily Online
Reception can be found at <http://teamliveit.com/events/>**

RULES FOR EDIFING THE EXPERT

**Make sure you know how to perform a 3-way call on your phone and
download Zoom to invite to the next Private Reception...**

- Make the introduction and properly edify your expert before any call or reception.
- Let the expert DO ALL OF THE TALKING
- DO NOT interrupt, or TALK, unless INVITED to do so
- When the expert is finished, hang up immediately or enroll your prospect and place an order.
- Roll play with your expert on how to edify them correctly based on the following examples:

HOW TO EDIFY AN EXPERT

General rules of thumb....

Make the introduction and properly edify your expert

Talk about your experts

- ◇ Past success

- ✧ Current Success
- ✧ Future Success
- ✧ Character

EDIFING SCRIPT #1

"**LISTEN**...there is someone very important I want to introduce you to. His name is _____.

As an entrepreneur, he has been VERY successful and is very knowledgeable about business. He is currently responsible for helping to promote a business model that has already generated over \$600 million in sales internationally and over \$120 million last year alone. Even more impressive is what a warm and friendly person he is."

"**NOW**... I told him I would be speaking with you and based on what I said he would like to speak to you. He is extremely busy but he said he would make it happen. So, when are you able to schedule a 5-minute call so I can introduce you to him?"

EDIFICATION SCRIPT #2

I've come across a health and anti-aging breakthrough that has created an incredible opportunity

I don't know much about the science but a friend of mine is a world authority, I may be able to get him on the phone for 10 minutes or I Would like to invite you to attend a Private Reception

You need to hear about this for the sake of you and your family

"He's a really busy man, but I might be able to get him on the phone for about 10 minutes