



# connecting

/kə'nektiNG/

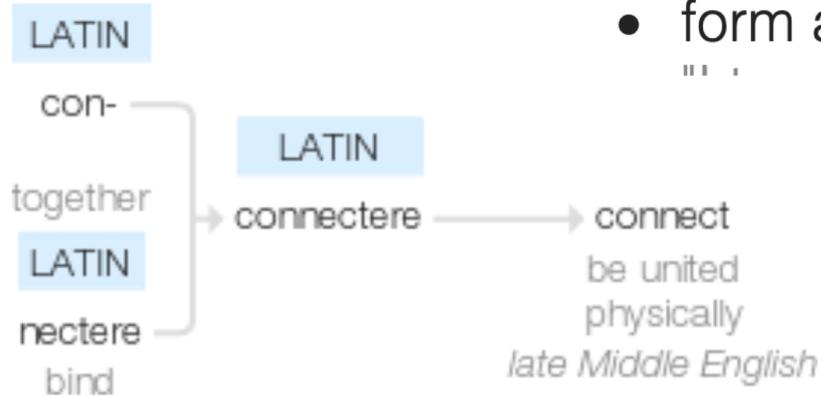
*adjective*

adjective: **connecting**

joining or linking things together, especially so as to provide access and communication.

"He went back to his office leaving the connecting door open."

## Origin



- form a relationship or feel an affinity.

late Middle English (in the sense 'be united physically'; rare before the 18th century): from Latin *connectere*, from *con-* 'together' + *nectere* 'bind'.

## TYPES OF CONNECTION CALLS

Get A Customer

Enhance Customer Experience

Dream Team

Serious Business Prospect

New Team Members

# HOW TO?

Scripts

Online Booking Site  
(youcanbook.me,  
Calendly.com, etc)

Inform your  
support person

Train your  
prospect

Do a Great Intro

**STOP TALKING**

Clear Call to  
Action (CTA)

# REVIEW

Avoid Discouragement

Set a Target

Arsenal of Scripts

Use a Scheduler

Prep Your Upline & Prospect

Do a Great Intro

Be On Time

Clear CTA

# MY PROMISE



Have More Fun



Expand & Expedite Your  
Learning Process



Build a Massive, Mission  
Driven Business



Be Inspired & Proud

## Scripts for Inviting To Connection Calls

*Caveat: please make these scripts your own...reading them won't sound like you! Interview others to see what type of script they use. Create a script file. Share what's working for you. In most cases, the prospect should have had SOME exposure to what JP is but sometimes, you're just trying to exercise the muscle. The most important thing is to take the heat off of them, make sure they know how to use the technology (I strongly recommend Zoom) and that they know it is a quick 15-minute call...we want them to show up on time and honor our commitment to that 15 minutes.*

### Getting a customer (for newbies)

After you have invited them to a launch call, event, our FB group or sent them a tool (at their request...do NOT send unsolicited info!)

“Hi! I'd love to get your feedback on the info, and you'd be doing me a really big favor if I could do a quick video chat with you and my business mentor. I'm just learning how to answer questions, and this is a really cool way for me to learn. It will only be a 15-minute chat. Would you be willing to do that for me?”

### Handling an objection (when you feel stuck or you get an objection about anything)

“Hey! That's a great question! I don't know the answer, but I know someone who would, and it would be great for me to hear her answer it. Can we jump on a quick video chat with her? It would really help me.”

### Handling a customer experience issue

“Wow! That sounds rough! Let's get my business mentor on a quick video chat with us so we can figure it out. She has a lot more experience than I do, and it would really help me to hear her help you with this.”

### Enhance the Customer Experience (someone you would like to eventually recruit or just use other products)

“Hi! I love that you're having such a great experience with JP. One of my assignments, as I build my business with JP is to connect some of my best customers with my business mentor. I'm supposed to do 3 of these calls every week as part of my training. Would you be willing to jump on a 15-minute video chat with her and me?”

## Dream Team

### Super-indirect approach:

“Hi! Hey, I know that what I’m doing probably isn’t for you, but I am learning that the more I can let people in my life know more about what I’m up to, the better they’re equipped to turn me on to people in their life that I might be able to help. I’m supposed to do 3 of these calls per week as I’m learning this business. Would you be willing to help me out and be one of my 3? It’s a quick 15-minute video chat and no one will pressure you or try to sell you anything.”

### More direct approach:

“Hi! Hey, I’m not sure if you’re interested in my new biz but I actually see you on my team one day, rocking some residual income for \_\_\_\_\_ we’ve talked about! I’m learning how to present what I do, and it would be really helpful if you’d let me practice on you with my mentor. It’s a quick 15-minute video chat and there’s absolutely no pressure...just practice! Can you help me?”

### Super direct approach:

“Hey \_\_\_\_\_, I’ve been thinking about you and how you said you wanted to \_\_\_\_\_. I think I might have found a way for you to do that AND help people, at the same time! Can we jump on a 15-minute video chat with my friend/mentor and see if this might be the answer you’ve been looking for? If it’s not, no worries...absolutely no pressure!”

### When Someone is Seriously Looking at Joining Your Team:

“Hi! One thing we’re going to want to do as you’re making a decision about joining my team, is to connect with my business partner. I want you to get to know each other, because if we decide to work together, she will be part of your support team, too. And, you’re going to love her because \_\_\_\_\_. What time works best for you?”

### When Someone joins your team:

“Ok, we need to set up a time for you to meet my business partner AND my NMD. They will both be part of your success team. Let’s set a time”

Lastly, if you ARE or WERE a part of the Brave Leader’s Program, you can say:

“Hey! I’m doing a leadership program created by Brene Brown with the company I work with and one of my assignments is to be brave and connect 3 people every week to my mentor so I can share what I do in the hopes that you might know someone I might help. Would you be willing to be one of my 3? It’s just 15 minutes and I think you’ll like my friend.”

FOR SPONSOR OR TEAM MEMBER DOING THE CALL for their team member, if you are new to that role, think about having a few questions to start the call after you are introduced to help you have a “confident posture.” Some examples of questions are:

1. Thanks so much (prospect) for taking your time to be on the call for (team member name) today/tonight. Let me first ask what do you know so far about what (team member) is up to with our Healthy Living Revolution?
2. And have you seen any short videos about our products? Wait for answer.
3. If yes: What did you like best?
4. If no: Ok, no worries. Tell me on a scale of 1 to 10 how important is your health to you?