



If LEADING with Product

Carly, If I had a product, that offered breakthrough results in youth and vitality, and it was the only system of its kind, would you be open to exploring it? **Yes/No.**

If Yes: Great, I have a 2-minute video, can you watch it now? **Yes/No**

If No: They are not open to opportunities... say, great, and move to your next prospect.

If Yes: Great, I will follow up with you in 10 minutes.

If willing to watch but not now: When could you? (Then wait to send video prior until the time they can watch.). Great, I will send it then and follow up with you directly.

If LEADING with Opportunity

Carly, would you agree that when a multi-billion dollar industry explodes, huge opportunities are created? **(Wait for response)** If I told you that I have an opportunity that is slated to grow by 156 Billion dollars, is cutting edge and offers a simple system for success, would you be open to exploring? **Yes/No**

If Yes: Great, If I send you a 2minute video can you watch it now? **Yes/No**

If No: They are not open to opportunities... say, great, and move to your next prospect.

If Yes: Great, I will follow up with you in 10 minutes. (If they can't watch till later, then wait to send video prior to the time they can watch.)

If willing to watch but not now: When could you? (Then wait to send video prior until the time they can watch.). Great, I will send it then and follow up with you directly.