

Healthy Body Challenge Quick Start Training Script

Slide 1

Welcome everyone. Congratulate the IMD's on taking such a positive step in changing their financial future by not only getting started with Youngevity but being here today.

Depending on the size of the group, you may want to go around the room and have everyone introduce themselves. This will show that all walks of life are represented in Youngevity.

Explain the agenda and what the expectations are.

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Today we are going to expand your vision. This opportunity is bigger than you think.

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Today, if your organization looks like this, {Click} let's make it look like this in the next few weeks. If your organization already looks like this, {Click}....

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Let's make it look like this!

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The goal is to become a **Regional Marketing Director.....IN THE NEXT 7 DAYS OF LESS!**

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There are 3 simple steps in becoming a Regional Marketing Director in 7 days or less. Step 1: Make a List. Step 2: Schedule an Event. Step 3: The Invitation Process

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Think about this. If you became a RMD and you taught this process through our 8 level compensation plan, this is the residual income you would earn if every IMD had a Business Volume of \$150.

If your 3 people did the same the next month, you would earn about \$144; that's \$1,728 per year.

If you and those 9 people did the same, you would earn about \$427 which equates to over \$5,000 per year!

If you and those 27 people did the same, you would earn \$1,156; that's over \$13,800 per year!

If you and those 81 people did the same, you would earn \$3,343 which is over \$40,000 per year!

And if and those 243 people did the same, you would earn over \$12,000.... That's over \$145,000 per year!

If those 729 people did the same, you would earn over \$18,600...That's over \$223,000 per year!

And if those 2,187 did the same, you would earn over \$38,300 ...That's over \$460,000 per year!
Are you starting to see the big picture? Your income potential is unlimited!

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Now before we can begin, it's time to set some goals. Your first goal is your Healthy Body Challenge. Decide if you want to Lose Weight, Get Fit, Gain Energy or just Get Healthy.

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People take the Healthy Body Challenge for different reasons. If you want to get healthy or maintain your health, we have the Healthy Body Start Pak.

If you're looking to lose weight, and we don't care if it's to shed 5 pounds or 100 pounds yesterday, we have a Healthy Body Weight Loss Pak and we have seen amazing results.

For those of you who play sports and have an active lifestyle and you are trying to get fit, we have a Healthy Body Athletic Pak.

We also have packs for Digestion, Blood Sugar, Bone and Joint, and Brain & Heart support.

We want you to take the challenge. Set your goal, choose your Pak.

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Once you decide what your HBC is, go viral with it. Tell everyone! Post your challenge on FaceBook, Twitter, Youtube and Instagram.

Your post should read:

**"I just started the Healthy Body Challenge.
My goal is to {Blank}.
Who wants to take the Challenge with me?"**

Your post will inspire others to take the challenge with you.

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Next you need to figure out **"why"** you are building your Youngevity business. Set goals with your family. Write your goals down and update them often.

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If money was no object, what car would you be driving today?

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If money was no object, would you be living in a different home?

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Maybe in a different part of the world.....

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If money was no object and you could educate your kids at any University in the world, where would you send them?

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If money was no object, how much money would you like to send to your favorite church or charity?

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STEP ONE is creating your prospect. This is your most important task. Make a list of everyone you can think but **DO NOT** edit your list. Making a prospect list is the easiest thing you can do but be careful, because it's the easiest thing not to do.

Not creating this list is a recipe for disaster!

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Your prospect list should have at least 100 names on it. Use memory joggers such as your cell phone contacts to create your list.

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Once you have your list written out, go back and prioritize your contacts using these 3 criteria.

- 1: Put a check mark next to everyone's name that you have a **mutual respect** with.
- 2: Put a check mark next to everyone's name who you consider to be **"looking for something."**
- 3: put a check mark next to everyone's name that has the money to get started **TODAY!**

Anyone with 3 check marks should be considered a hot prospect, which is where you want to start. Simply invite them to look at Youngevity.

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STEP TWO is scheduling your event. Now that you have your top 100 list of contacts, it's time to invite them to hear about the HBC. This can be done at a local hotel meeting or a HBC home party. Schedule this party within the next 5!

Your party needs to be FUN! Make sure the music is playing. Have samples of our great products. Have magazines, brochures and DVD available!

Don't procrastinate on this. Schedule this event within the next 5 days. Remember, Regional Marketing Director in the next 7 days....Make it happen!

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STEP THREE is the invitation process. Before inviting your prospect to the event you just scheduled, give them a first look at the HBC through one of our promotional tools available to you.

It has been our experience that when someone comes to an event without a first look, they tend to need more information before taking the challenge with you.

The first look will eliminate that and they will be more likely to join your team at the event.

Some of the promotional tools available for this first look are HBC line, which is our prerecorded conference line, Video's on you My 90 For Life website, our Success From Home magazines and DVD's. It doesn't matter which one's you use just choose one as a first look.

Alright, let's go over some ways to invite your friends.

"Hey Bob, do you have a few minutes?"

"I just started the HBC. My goal is to (Blank). You need to hear about this?"

"Do you have a few minutes right now?"

Once they say yes, you say.....

"Great!"

At this point either 3-way them into the HBC line or direct them your personal website to view the video presentation.

After the video or conference call is over, it's time to invite them to your scheduled event. You would say something like.....

What did you like best about the call or video.....

Are you open to getting more information? Great!

Then give them the date of your next scheduled event!

Listen, we all know that not everyone will show up for your event. That's okay, because you can take the event to them. You can go to their home and show them the Healthy Body Challenge DVD and give them some samples of our great products.

If you don't go to their home you can invite them to you one of our nightly opportunity calls.

It's a good idea to remind your prospect the day of the event through Facebook, text messaging, e-mail and most importantly a personal phone call.

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Remember, the goal is to become a RMD in 7 days or less and to teach the people in your group to do the same.

Go Viral with your HBC.

Make a list, Schedule your event and Invite people to look.

That's it!

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Think BIG!

Your life is a movie. You are the writer, the director, the producer and the lead actor.

Your life is whatever you will it to be.

If you don't do something about it, you will float down the river of life and become part of someone else's movie!

It's your call! Make it happen.....Good luck!

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The 10 most powerful 2 letter words are; "If it is to be, it is up to me."

Don't worry about the bumps in the road. Always remember that success and failure are on the same road, success is just a little further down.

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Make sure you order your copies of Success from Home Magazine TODAY!