

MÖDERE | AXIS TREBIOTIC SCRIPTS

It's easy to watch videos and webinars about "inviting", but actually reaching out to people can be daunting, even if you're naturally extroverted.

Don't be discouraged—it's totally normal to feel a little nervous or unsure, and that's why we've developed these proven inviting scripts. With a little practice, you'll be able to approach just about anyone and initiate conversations about Modere that feel natural and not like a sales pitch, because you're just talking about life and the things you love. That's the best sales tactic in the world!

All of the scripts in this document should be considered outlines—they're not intended to be used word-for-word. Use them as a jumping off point and tailor each invite and interaction individually to the person you're connecting with. Making these examples your own will help you create meaningful connections that can lead to valuable relationships.

HELPFUL HINTS

- People aren't necessarily looking for a product—but they are looking for a solution to a problem. Tap into a problem they might be facing and offer a Modere solution.
- Keep things simple. Don't talk too much or get deep into complicated issues, or you may talk yourself right out of a sale.
- Remember, this is only an invitation, not a presentation. When you receive a yes, let the tools do the talking. Even if they ask you for more information, assure them the information you are going to send will answer all their questions.
- Once someone says yes to the product, follow their lead and close the deal to enrol them as a new customer.
- Always set the follow-up in the invite and confirm it. This will help keep you organized and will set the right expectations for you and your prospect.
- When sending messages through Facebook, always take a moment to check out the person's profile and page first. Getting to know something about them will help you customise your invitation and find common

ground.

- People like to hear and read their own names, so be sure to address them directly during the invite.
- Make it a point to always ask open-ended questions—questions that can't be answered with a simple yes or no. That keeps the conversation going.
- Don't get hung up on any one prospect. If someone doesn't respond to you, that's OK. There are more potential customers out there who will.

When you are ready to extend an invite, follow this simple flow:

1. **Connect** – Get in contact via phone, text, or Messenger.
2. **Compliment** – Offer a sincere compliment and give a specific example about why you feel that way.
3. **Customise** – Make the invite about them and how it will fill a need in their life.
4. **Invite** – Extend the invitation to learn more and invite them to check it out for themselves.
5. **Set** – Set the follow up in the invite.
6. **Confirm** – Confirm the commitment and the follow up day and time.

AXIS INVITATION - SCRIPT

STEP 1: CONNECT

Hey, [name],

I'm reaching out because... [insert statement]

Example 1:

I'm really excited about this amazing product I just discovered. It perfectly complements today's lifestyle challenges!

The people who have used it have noticed more energy, better sleep and overall improvements in wellbeing.

The product has a really good bacteria profile - it gets right to the spot and does what it needs to, plus it features other innovative ingredients that really help do the best!

Example 2:

I discovered an amazing product - Axis Trebiotic and _____.

1. I just feel like I have more energy now, and it has me so excited
2. I have noticed that I am more regular
3. I feel like I am sleeping better and I feel better in myself

Plus, my dislike of taking pills is gone as it's a really simple and unique way to use it - I add mine to my morning smoothie!!

Example 3:

I was looking for information about immune health and I came across information about this type of product.

Examples:

- You've always been supportive of me and I appreciate that so much.
- I feel like you always find the latest and greatest products on the market, and I thought, [name] would love this!

STEP 2: COMPLIMENT

STEP 3: CUSTOMISE

I thought of you because... [personal need]

If you want to check it out, great. If not, that's OK, too. I just thought of you and I didn't want you to miss out.

STEP 4: INVITE & LEARN MORE

Would you be open to looking if I... [insert tool]?
Or

Would you be open to checking this out with me if I... [insert tool]?

STEP 5: SET THE FOLLOW-UP & CONFIRM

[If YES]

Awesome. I'm going to [insert next step]. I know you'll have great questions. When is the best time for me to follow up?

Great. So, just to confirm, I'll call you on ____ at_____.

If you are interested then now is the time to try it with a special offer available until the end of the month.

Thanks so much, [name]. I can't wait to talk to you after you've had a chance to check this out. Have a great day!

[If NO]

No worries, [name]. I was really just blown away by what I saw and thought you might be too. (Keep the conversation flowing—you didn't call them just to make a sale!)

Examples:

- You said you wished you had more energy.
- You said you have been feeling sluggish recently.
- You said you have been on a course of antibiotics so I thought this would be a useful product for you.
- The last time after we met up for lunch/dinner you said you felt uncomfortable after the meal.
- I know the wellbeing of friends and family is important to you and you are always looking for clean and effective products.

Examples:

- Text/email you an info video
- Send you the product factsheet
- Send you a link
- Add you to a private Facebook group

Examples:

- Add you to a pretty exciting group where you can just be a fly on the wall. Scroll through to see what it's all about, and I'll tag you on a couple quick videos to watch when you have a minute.
- Text you a link to a video that will explain it all. I think you'll get why I am so excited.