Capture Their Imagination:  
Our Job with Each Prospect  
Monday, April 14, 2014

- Special Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST  
  www.m5mlive.tv or 24/7 - covering the Úth Sales Kit
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717458
- MannaFest 2014…. Be there. Register at events.mannatech.com
- All About Úth Tour with Bo Short – Flyer in Resource Library
- New Champion Core Pack
- Order your Úth Sales System by calling 800-281-4469
- NEW U.S. General Manager… Bob Adam and Assistant GM Terrie Bayless

Capture a Prospect's Imagination and then closing becomes a foregone conclusion.  
From a training by Ray Robbins.
1. Finding a prospect's need is a great step but not essential.  It just gives you a shorter path.
   a. If through conversation you can do discovery....
      Need income (get specific as to what for?)
      Would love to own a beach house and paint
      College funds for the kids
      Take care of their parents
      More freedom (for what? so must get specific)
   b. Once discover then **paint a picture**
      If you keep doing what you have always done, does "THAT" ever come into the picture?
      To communicate that: "So what does your life look like in 5 years? Is "THAT" in your life?

2. Capture with the Opportunity
   a. Know that you come bearing gifts
   b. A chance for advancement or improvement
   c. Change/Answer to prayer
   d. Health, Income, Personality, Spirit, Attitude, Personal Development
   e. Involved in Something Bigger that Self, Fun, Psyche
3. Capture with Why in Home Based Business
   a. Tax advantages (for every $100,000 in income as employee pay $8,000 more in taxes versus entrepreneur)
   b. GRIP (Growing Residual Income Potential)
   c. Personal Development (Learn your WHY)
   d. Time Freedom/Self Esteem/Initiative/ Discipline
   e. Retirement Enhancement/Income Millionaire
   f. Economy Instability/Job Insecurity

4. Capture with the Why in Direct Sales
   a. Less expensive to get in
   b. Training
   c. Leveraging
   d. Duplicatable
   e. Low overhead
   f. Company handles all admin like shipping, payouts, training
   g. Time Freedom
   h. Work with who you wish
   i. Part-time to Full time

5. Why choose Mannatech?
   a. Only $499
   b. Return on Investment greater (the endless Power Bonus)
   c. Team Bonus/4 Free Discount Program for customers/beginners
   d. Purpose: M5M Social Entrepreneur
   e. Tools (library.mannatech.com)
   f. Seamless comp plan/powerful Incentive
   g. Wellness Industry is tops with babyboomers all entering retirement
   h. Blockbuster Real Products

6. Why Supplement
   a. US is 72nd healthiest country in the world
      Also, is LAST of the top 18 industrialized nations
   b. USDA says take 9-13 servings of fruits and veggies daily
   c. JAMA 2003 tells us to supplement today
   d. Edible food like substances (over 90% of our dollars on food is on processed foods)
   e. Fast paced lives
   f. Documentaries: Food Matters, Food, Inc., Forks over Knives

7. Why Mannatech Products
   a. Real Food/Synthetic Vitamins and minerals are Harmful
b. Ambrotose Complex for cellular communication (Science of Glycobiology)
c. LongevityEd.com/Harpers Biochemistry (for health care practitioners)
d. Cognitive Studies
e. www.mannatechscience.org
f. Six month guarantee (in US not all countries)
g. 20 years and over $4 billion in Sales
h. Dr John Rollins
g. The Lab/quality control