

**Networking During the Holidays:**  
**It's the BEST!**  
**Monday, December 2, 2013 Call**

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- TNL – Kevin Robbins - 7:30 Pm CDT at Mannatech Corporate offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- Welcome Home Calls extended until Dec20th
- Last day for Black Friday sale
- New Navig8 site for Ūth - [uth.navig8.biz/mjh...](http://uth.navig8.biz/mjh...) or choose your own domain forwarding (example Merri-jo's [www.uth4boomers.com](http://www.uth4boomers.com))

Sarah Robbins' perspective on Holiday Building....

Two of her top leaders started during Holiday months...

people want to have great holidays...feel less cash crunch  
new years resolutions

1. Give people the GIFT of your Products or Service
  - a. Update your prospect list today.  
Connect with each and every one this next week...why? because you are adding tons more over the next few weeks.
  - b. Welcome Back is still in place for 1 more month  
Use Skin Care (Now to men, suggest as a gift for someone and then get NutriVerus FREE for yourself!) email blast "Can't figure out what to get for that special person?"
  - c. Make a holiday Gift-giving List right now! Pick a simple, gift for each (remember, it does not need to be expensive).  
I use Simple Truths, etc., samples of Ūth, etc.  
Friends, family, coworkers, people giving you great referrals, best customers, prospects who you have been dying to join, those providing you services, etc. (add holiday mugs with product brochure and card, add sticky label on samples so they know how to order more). Add your product story...features and benefits.  
Tell them why you love the products and why you are doing the business Mugs, etc. to all your business builders, long term customers...those who also give me lots of referrals. (Maybe you are not developing a referral

business??)

2. Give the gift of Financial Opportunity to everyone you meet.

a. "The Holidays are a Prospecting Paradise!"

Almost everyone is looking for more cash during the holidays, and you could be holding their holiday miracle in your hands.

b. The holidays are a fabulous time to network and capture new leads.

Holiday events provide countless opportunities to tell your story, the company story, the mission, and capture contacts, set a date to follow up and get new customers or partners.

c. STRATEGY:

1) Attend EVERY event you are invited to.

2) Ask lots of questions. The conversation will always bounce back to you...base your story on their answers.

Find out what they love and what they are most interested in/familiar with. They then ask...

"What do you do?" I am a teacher by profession, but my passion is my new business. (pause)

"What is that?"

Tell your story briefly, what interested you most about the opportunity, and what it is doing for you...Then set a date to share more..

"We're here to enjoy the party tonight. I would love to tell you more at a later time! Let me quickly get your contact information---What's your number and email?"

After you get their info:

"As we expand here in (city) I'm always looking for people to join us. I'll give you a call this week and tell you a little more. You may or may not have a personal interest, but maybe you could lead me to just the right person. I would love to pick your brain and get ideas on how to expand my business here."

3. Prospecting when Out and About

a. Everyone is out and about so perfect time to POWER PROSPECT.

When you are interacting with a sales clerk, bank teller, waiter or waitress, thank them for their service and say "Thanks for your awesome service today. We are looking for people like you for our business. I know you're at work, but I would love to reconnect later tonight and tell you who we are looking for. What is a good time and number to reach you when you get home?" Then follow up.

b. When you meet new people as shopping, strike up a conversation. Before you leave say "It was great meeting you today. Earlier you

mentioned you were from (city) and I have a business I am expanding there. I would love to stay in touch, talk at a later time and get some ideas from you, and see if you know anyone who would be interested in partnering with us. What is a good time and number to reach you this week?"

Then, follow up.

c. The fortune is in the follow up...when get home just drop a simple reminder. Hey it was great meeting you. Looking forward to our call tomorrow at 3.

**Million dollar tip:** When you are at the event, or Out and About, and you are about to get their info, take out your phone and say "By the way are you on Facebook? and I pull up my Facebook app on my phone and I say "help me to find you" and we type in their name and add them as a friend. Then, when I go home I send them a message and say "hey Mary Sue is was great meeting you today and I am looking forward to our short call tomorrow at 3 PM," that's all I don't say anything about my business I just call her.

So if they never pick up their phone, they are watching you on facebook...social media is a conversation starter...the fortune is in the follow up.

4. Set some goals for yourself during the holidays...see Skin Care sheet from two weeks ago, as well as just make one adding "New Champions" to find.

5. Don't forget to host your own holiday events too!!

a. Host a holiday Open House

b. Reach out to others (friends, relatives) and ask "My business is growing in your area, I would love to meet new people. Would you be willing to host an event for me? You invite the people, I will do all the work an throw in some free product as a thank you." People are in the festive mood...perfect time to mingle and jingle so hold fun events.

On the invite be sure to incentive them to bring a friend, and enter to win a treat. The more the merrier.

c. Great time to work at the New Year's Resolutions

Better themselves

Look Younger

Better health

Start a business

Earn more money and erase holiday debt

Our business can provide solutions to all of these.

6. Year End Letter (this goes out anytime in December). To all prospects through the years who said "Not now" (no)

Capture all the greatness of Mannatech for the year:

1. Stock price
2. New hires
3. New science publications
4. New products (Skin Care)
5. Why now? Tap into the fact that choices always make a difference in our lives...if you look back over the years you will always see where this or that choice took you on one path versus another. Make the right choice this year...choose greater health, greater wealth and have a great 2014! I would love to be a part of that.

***"How you finish the YEAR sets you up for sweet success in the New Year."***

Sarah Robbins