

## Mannatech's New Success System

Monday Call, January 23, 2017

- Next TNL is Tuesday, January 24<sup>th</sup> at 7:30 PM at Mannatech Corp offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- Success Calls – Thursday at 10 AM CT
- The 2017 TruHealth Challenge – It is never too late to get started and you can register at <http://newyou90.com>
- Next DFW Business Training- February 4<sup>th</sup> from 9 AM - 12 PM at Mannatech Corp offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- New Sales System – [system.mannatech.com](http://system.mannatech.com)

Sharing Made Easy!!

### Step 1. **Create Interest**

a. How do you create common ground? Must find out what matters to them:

Healthier lifestyle

Better financial situation

A cause they are passionate about

b. Tools available to do just that...make them think:

When to use? As first send out. Maybe just to get them to think before you ever share anything about what you are doing or about Mannatech. The fat loss is something you can't just send to fat friends however. Must first intro with "found something new..."

1) Online

2) Offline

3) Preparation Ground Work

Need to send your people to GUIDEBOOK which comes with Pack.

References here are to the Guidebook found in Packs.

GUIDEBOOK is attached under Know your Why and Make a List

GREAT language on scripts to break the ice, etc. Also, lots for Social Media

both Posts on FB and language for posting link

### Step 2. **Share Information**

a. Tools to use to share the TruHealth, the Products and the Business opportunity once you have piqued interest. The New TruHealth with testimonials are all there

Note: as of now only TruHealth materials there to share; when we get the new business presentation that will be added.

So, you can satisfy the person with whatever their interest is that you uncovered in Step 1

b. PWP...you are going to want to change these to meet the needs of the people you are serving. If all they want is Ambrotose, or TruHealth you are not going to give them a site with 40 products. Customize to share and customize to order.

c. Recruiting Scripts by Eric Worre are always good to have

d. How to Tell your Story is also critical...as it plays an incredible role in you closing

someone.

Step 3. ***Follow Up***

- a. The fortune is in the Follow Up. What info you might need to send your prospects as follow up (only if they ask for more and you ask then what it is they want). Product information is critical to have as well as mannatechscience website.
- b. Overcoming Objections: great training for your new associates so you are not so burdened
- c. Eric Worre's 4 question Close: I enjoy training this but he probably does better
- d. Eric Worre's How to Close your prospect
- e. Mannatech Application Form

Step 4: ***Getting Started Right***

- a. The Getting Started Guide is the best tool to use to start a new Associate
  - b. Other items will be added here as Mtech finishes building it
  - c. 3 Point Plan is what is currently our format for growing the business
- As the new Comp plan rolls out, new information will be given.

And the cycle all starts over again.

So START TODAY...use this new tool for growing your business. Set goals to “break the ice” with at least 10 new people this week using the Pique Interest materials and you will be “off and running.” For it to work for you, you must use it.