

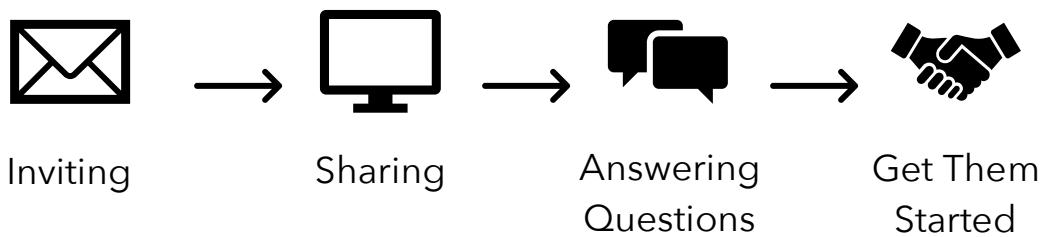
How to Share Plexus



“Don’t be the expert.” -Bob Heilig

Most people feel the need to have all of the answers before they can be successful with Plexus. The truth is... **the less you say**, the more effective you will be. You should never be the one sharing the nitty gritty information about Plexus's opportunity or products with your friends. Let the experts share. Your job is to invite and share.

Sharing Plexus with a friend takes 4 simple steps:



Inviting

Our job is to invite people to look at our income opportunity and products.

Genuinely connect with a person while using one of these scripts:

- This may or may not be for you, but would you be open to watching a short video about something I am super passionate and excited about/something new I just jumped into that I really want us to do together/earning extra income from home? If I sent it to you, would you watch it? (If they say yes, "Great! When do you think you will be able to do that?")
- Hey! Are you free for 15 minutes today? My friend just took a few minutes to share something with me that I believe will really impact my health and finances this year. I immediately thought of you, and I want to show it to you.
- This might seem totally out of the blue, but I keep thinking about you because (give a genuine compliment). I've stumbled on something that I am really excited about, and

I'm really wanting to share it with you. Would you be willing to (meet for coffee, hop on the phone, get on zoom) for about 15 minutes with me? I promise it will be worth your time!

- I need to apologize. Last time I shared the business with you, I totally overcomplicated a very simple process. As your friend, I have to circle back and fill you in so that you have the opportunity to do this with me! When is the best time to catch up?

What if they say no to the invite?

Voice Message- "Okay, you can TOTALLY say no to this, but I don't want you to say no until you know what you are saying no to! I've got to share some information with you. Then, like I said, if you still feel this is not for you, at least you will know exactly what you are saying no to. Can we chat for like 15 minutes?"

Sharing

When your friend says they are open to more information, reply with this:

"Great! Can I reach back out to you in a few minutes to see if you have any questions?"

After they reply, send this:

"Watch the first one, and if you like what you see, then watch the 2nd one too!"

Video 1: <https://plexusworldwide-1.wistia.com/medias/y17jzhzoz2> (3 minutes)

Video 2: <https://youtu.be/QR5gfddB3c4> (8 minutes)

Consider how Plexus will change their life. In what specific ways will more income provide freedom and hope for their family? Take that into consideration as you share additional 3rd party tools with them.

Opportunity 3rd Party Tools

- Stories of Hope Facebook Group
- The Plan doc and Compensation Plan doc (in the Files on SOH).
- Diamond Documentaries
- Stories of Hope testimonial videos

For in person meetings, events, or online events, refer to the "Sharing The Plan" document on the team page. The script can be personalized for different settings.

What if they say no after sharing the income opportunity?

Follow up with the products.

"I understand this opportunity is not a good fit for you right now. Would you be my guest at our next 7 Day Trial Group? You'd get to sample our pink drink, see how Plexus can help you reach your personal health goals, and have the chance to win FUN prizes! What do you say?"

Product 3rd Party Tools

- 7 Day Trials
- Let's Get Healthy Facebook Group
- Product Information Sheets (in the Files on LGH).



Answering Questions

If you need to put the conversation on hold to find an answer to their question, find the answer and follow up with them later that SAME day.

The **"Feel, Felt, Found Method"** is the best approach to address people's concerns.

"I understand how you feel. I felt the same way, but here is what I have found...."

1. Tell them "I understand how you **feel**." This shows your friend that you have heard them and can empathize.
2. Tell them "**I felt** the same way." Or use someone else who felt the same way initially. You're telling your friend that they are not alone and that things can change.
3. Then tell your friend how you or someone else **found** that their initial concern wasn't necessary because of what they learned.

Examples:

- "I'm busy." PERFECT! I understand how you feel because I felt the same way. I have found that busy people are actually the most successful because they are effective with

their time and are go-getters. The good news is that this business is simple, and you can be successful without a huge time investment.

- "I want to try the products first." I understand how you feel. I felt the same way. I was hesitant to represent a product I hadn't even used yet. What I found is that Plexus products are backed by science, clinically tested, and there's thousands of stories of how they are changing lives. It's a no brainer!

If you don't feel confident answering questions, you can also say:

"Let's talk to my friend. She's been with Plexus longer and knows way more than me. I know she will be excited to help us out."

Start a 3-way chat with your sponsor/upline, and she will take it from there.



Get Them Started

After answering their questions, you could say:

- Now that you've seen how simple it is to earn with Plexus, can you imagine how this income could help you _____ (get out of debt, quit your second job, save for retirement, stay at home with your babies)?
- On a scale of 1-10 how ready are you to jump in and get started? (If they comment anything other than a 10 - which in most cases they will - ask them how you can move them from the number they commented with to a 10. Usually people say this b/c they still have unanswered questions.)
- I've found exactly what Melissa says to be true. We ALL know 3 people that could benefit from this opportunity. Do you know three people you could show this simple plan to?
- If I've answered all of your questions, let's get you started! I am so excited for you to experience how awesome these products are. Most people jump in with our most popular product combo, the Variety Welcome Pack. It's a steal! Head over to my site, click "Enroll," and grab it. I know you'll love it! Let me know after you've placed your order, so I can celebrate with you and tell you the next steps!!!
- Let's get you signed up!

Magic Phrases

These phrases are powerful as you talk and answer questions.

- *"Most people..."* For ex: Most people order the Triplex as an ambassador to get the best pricing. Most people say they can feel a difference when they use our XFactor Plus.
- *"If I...will you?"* For ex: If I could show you how to get your products paid for, would you be interested?
- *"Don't worry..."* For ex: Don't worry, we don't carry inventory or have house parties.
- *"This may or may not be for you..."* For ex: I'm not sure if this is for you, but you may have people in your life that are desperate for some extra income.
- *"How open are you..."* For ex: How open are you to natural ways of reducing inflammation so that your back isn't hurting as much?
- *"How would you feel if...?"* For ex: How would you feel if this opportunity allowed you to stay at home with your kids?
- *"Just imagine..."* For ex: Just imagine how this income could impact your life!
- *"When would be a good time...?"* For ex: When would be a good time for me to call you?
- *"I bet you're a bit like me..."* For ex: I bet you're a bit like me in that you are super busy, but you still need a way to bring in more income.
- *"The good news..."* For ex: The good news is that our business model is really simple, and it is easy to duplicate!
- *"What makes you say that?"* This is in response to an objection. For example, someone says they can't use Plexus products or they know they won't succeed in the company. Once you know why they feel that way, you can address it.

Resources:

"Rock Your Network Marketing Business" by Sarah Robbins

"Exactly What to Say" by Phil M. Jones

"5 Proven Scripts for Prospecting on Social Media" by Bob Heilig