

### 1) If he or she says NO:

You're definitely someone who wants to look younger, live longer, and have more energy, aren't you?

**AND/OR** You want to get rid of that problem in your back don't you?

**AND/OR** You want to make money so you can \_\_\_\_\_ don't you?

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2) So you're telling me that you really ARE interested but \_\_\_\_\_? OK. Are there any other reasons that you can't get started right away? \_\_\_\_\_ Is there anything else?

*(Continue asking until there aren't any more.)*

<Firstname> You really don't want people to come in ahead of you if you're looking to maximize your profits. What if I could show you how you could \_\_\_\_\_ (get started for free, etc. state each objection.) and lock in that position ... <Firstname>, if you're really serious about \_\_\_\_\_ and if you could see that this was a way to reach your goals AND (each of these problems) wasn't a problem, would you want to get going right away?

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3) So you're saying that you're not quite sure. Great, the best way to think about our opportunity... is for sure to get on our products... and that's really the only way to get to know whether or not this is for you!

So if you REALLY ARE somebody who needs to think it over, then you'll need to try our product so you could know what we have better, and once you feel really totally set on it... that'll tell you whether or not this is for you. And, of course, you know, if you totally don't like what we have... you're going to get your money back! So there's no risk!

So, that's how you can really get to know who we are... and what these products can do for people... and you can make a good solid decision that way. Does that make sense to you?

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4) If they're still not sure-- or if they say they have to think it over: <Firstname> let me just ask you this: It is really that you do really want to get started and \_\_\_\_\_ (*list objections*), or you just can't say no and you don't want to hurt my feelings? (*Let them answer*) You know what <Firstname>? There's no risk. You can try the product and if you don't like it or want to do it for any reason you can get your money back. But more importantly, it can give you that chance to \_\_\_\_\_. Let me just ask you: If you continue doing what you're doing now, how long will it take for you to make enough money to \_\_\_\_\_?

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## **To Sign People up** (Optional: Can you get online at the same time I'm talking to you?)

- Go to [www.LifesMiracle.com](http://www.LifesMiracle.com) forward slash (your web name);
- You're going to see a link on the top that says: Join our team. Click on that;
- Then you'll see the link that says: Join as a Distributor. Click on that;
- And then you'll see the Join options. You'll want to choose one of those options according to your needs. If you come in with one of the Presidential Packages you'll get the \$9.95 startup for free.
- Otherwise, you can enroll for the \$9.95 (the top option) and that will secure you in the compensation plan, and then you can go into your website and place your Autoship that way, so you can qualify for commissions on any sales that occur under you starting your first month.
- By the way, you're going to want to go the LMSuccess website, so you can look at the Tax Advantages you're going to get starting your first day. Click on the link for your estimated tax deductions so you can see how much less you could be paying in taxes!