



# MAX INTERNATIONAL

THE GLUTATHIONE COMPANY™

## 3<sup>rd</sup> PARTY CREDIBILITY

### 3<sup>rd</sup> PARTY CREDIBILITY – WHAT TO DO

When you are doing 3<sup>rd</sup> party credibility for your Team Member

- Compliment the prospect
- Compliment the Associate
- Confirm they have seen information
- What did they like BEST? **The Product, or Making Money, or both?**
- If money, give them the **Simple Business Summary**

*“Would it be OK if I shared the simple way our business works?”*

### 3<sup>rd</sup> PARTY CREDIBILITY – SIMPLE BUSINESS SUMMARY

- We have a special promotion on this month. You can register for as low as 39,000 get products worth 48,000.
- Can start with more products if you wish, Use some, share some
- Every month we buy 39,000 worth of products. That is what keeps us in business.
- **Your Target: Find 5** who will want both the products and to make money, **this month**
- They also start with a product package and buy their 39,000 worth of products every month.
- If you can bring your 5 in this calendar month, you will make N40,000 in commissions, without selling any of your products. If not this month, any month it happens is fine.
- Everyone’s target is to bring 5, you can bring 5, 10, 20 or more
- When 3 of your people bring their 5, you are now making about 100,000 per month
- It grows from there, we work together as a team
- (Optional) Share the Getting Started Right process for how to talk to people
- **Do you see this is something you can do?**
- How soon can you make your payment for your first order?

### IF NOT READY TO PAY NOW

- If they say they will pay “next month” or will let you know
- Ask, is it just the money? Or is it something else that would cause you to delay?
- If it is the money, teach them to raise money for registration by finding customers

### RAISING MONEY TO REGISTER – WHAT TO DO AND SAY

- Make a list of 10 people who have a health challenge in their family or over the age of 45 who can afford the product
- Call or message them
- I have just seen a new product from the US that is really helping people with their health challenge / in your age category
- I really think it can help you too
- I am putting money together for my first order from the company. If we put our money together I can get us both a better price.
- Send the 1<sup>st</sup> information – Africa product video, disease sheets, written testimonies, max.com
- Follow up the next day
- If they ask about cost, tell them (only after they have watched the video) the normal price is 32,000 for a one-month supply but you can get it for them at 28,000 if you order together.
- Collect money from one or two customers, pay for your enrolment package and give the products to your customers. Now you’re in business!