



MAX INTERNATIONAL

THE GLUTATHIONE COMPANY™

COACHING CONVERSATION

HAVE A COACHING CONVERSATION WITH YOUR TEAM MEMBERS

- Ask how they are doing with their Max Business
- Listen to what they say (briefly)
- Ask if they want to make money with Max (this is the critical question to ask)

IF THEY WANT TO MAKE MONEY, ASK THE 7 QUESTIONS (listen to all answers without judgement before giving feedback)

Can I ask you a few questions so we can see how to help you refine and grow faster?

1. Do they have a notebook or diary for their Max business to write their prospects in?
2. If yes, how many people have they written down?
3. How many people, on average, are they talking to in a week?
4. How are they contacting them?
5. What are they saying?
6. What are they sending them?
7. How are they following up?

COMMON MISTAKES

- No diary or notebook for Max business (for writing list of prospects)
- Not enough prospects written in the diary
- Not talking to enough people (2 per day / min 10 per week)
- Talking too much
- Talking mostly about the products
- Not using the tools effectively / sending 1st information
- Not following up properly and not asking the “magic question”
 - **What did you like BEST? The Products, or making money, or both?**
- Not staying in touch with prospects who don't say yes immediately (4 to 7 contacts is typical before you will enrol an Associate)
- Not using 3rd party credibility
- Not focusing on people who can afford the product or business opportunity

TEACH THEM WHAT TO DO

- Create a list in a Max Diary – target 300 (from Facebook, Instagram, WhatsApp, Memory Jogger)
- Talk to min 2 to 5 people per day (more to grow faster)
- Teach them Getting Started Right warm up messaging & what to say in phone calls
- Teach them how to follow up (ask the **Magic Question**)
- Tell them who to refer to for 3rd party credibility
- Ask **“Does it sound like something you can do?”**
- **Let them know the first thing they must do is their Autoship, immediately**
- If they don't have money for autoship teach them how to find customers who need the product
- **Set a target for them to reach this month (Sr Associate, Prime Bonus, Bronze)**
- Send them New Associate Orientation Manual PDF, “Getting Started Right” training, and 1st information to send (Africa product video, list of written testimonies, disease sheets, Simple business summary video, max.com, income chart & message)