



MAX INTERNATIONAL

THE GLUTATHIONE COMPANY™

GETTING STARTED RIGHT WITH MAX INTERNATIONAL

March 2020

WRITE YOUR LIST

- Get a notebook or Diary for your Max Business
- Write a list of everyone you know: People from Facebook, Instagram, WhatsApp, in your Phone, Church/ Mosque, work, school, your wedding, family, friends, neighbors, people you do business with, etc.
- **Target to make the list at least 300 long (leave a line or 2 between each contact)**

WARM UP MESSAGES

- For people you don't talk to regularly, send warm up messages. Target 5 to 30 a day.
- For people you speak to regularly you can skip straight to the Phone Call.
- **Warm up Message:** *"Good day Name, I saw you in my contacts and thought I would reach out to say hello. I hope the year has been going very well for you so far? This is (your name), in case you lost my number:) Please let me know how you are doing, I look forward to hearing from you!"*
- See who responds. For those who reply start chatting. Ask about work, family, where they are living etc.
- Once you have chatted back and forth, tell them you have a new project you are working on that has opportunities for both of you. When can you call them?

PHONE CALL – WHAT TO SAY (can also be in person)

- Share your story briefly – example *"You know I have been working with xyz for some time now and the job is good. But we know how it is in Nigeria, the salary is never enough to do all that we need to for the family"*
- I'm now partnering with a US company
- They have a product everyone needs and people are making money with this company
- I've joined a great team, and I am looking for a few key people I can work with personally so that we can have amazing success together this year. OR
- I'm sure you will know someone who would need the product or would want to make money
- I will send you some information, review it, and we will talk once you've seen it
- **SEND – 1ST INFORMATION:** Africa Product Video, Testimonies, Disease Sheets, Simple Business Summary Video, max.com, income chart & message *(you can send all together or split the messages into 2 and send the 2nd set after they have seen the 1st set)*

FOLLOW UP THE NEXT DAY

- Did you watch the videos?
- If no, express urgency and ask when they can watch them
- If yes, ask **THE MAGIC QUESTION**
- **What did you like BEST? The product, or making money, or both?**
- Invite to a live or online Business Opportunity Meeting as a next step
- Introduce them to your team leader for 3rd party credibility

"We are also holding an exclusive meeting this Saturday where you can see it for yourself. Can you attend? I will also introduce you to one of the leaders in the company who can share more."

RAISE MONEY TO REGISTER OR AUTOSHIP BY FINDING CUSTOMERS

- Make a list of 10 people **who have a health challenge** in their family or who are 45 and above & can afford the product
- Call them or go see them
- I've just started working with/ I attended a health seminar of a US company
- They have a product that is really helping people with your health challenge / age category
- It's something you need to know about; I believe it can also help you
- I will send you a short video, watch it & we will talk
- **SEND – Africa product video, disease sheets, testimonies, max.com**
- If needed for 3rd party credibility, Introduce them to someone medical/ more experienced in your team
- *"I'm going to be placing an order with the company and if we order together I can get us both a better price"*