

How to Invite IF you want to make money in PURE

You should have a list, be somewhere quiet, where you can focus on the calls you are making. Calling multiple people in an hour or two yields much better results than calling one person each day. That being said, do what works best for you. It is best to start calling for an event the day of the event... calling someone days or a week before the scheduled event will not work, they will forget.

Be sure to watch the "LAUNCH" video on www.RachelSpeaks.net to help you with your list and the invite. Call on the phone, DO NOT text, email or IM on Facebook

If they don't answer: "Hi Barbara, this is Rachel, give me a call when you get a minute, I have a question for you. Talk to you soon!"

If they do answer... be BRIEF, URGENT & BOLD. This should be a 3-minute conversation at most.

"Hi Barbara, how are you? Look I am calling you for a reason and only have a minute."

Now incorporate your story a little bit with this part. Why did you join? What will the additional income do for you? If you are not comfortable with this work with your upline Emerald or above on what to say. Some examples....

*You know that Javier and I are always looking for extra streams of income, the boys are growing up and we never get to see them anymore, they will be gone before we know it... *You know that Mark will be going to college soon and we have been praying for an additional income source... *My parents are in an assisted living facility and their money is running out soon, we will be taking the payments on and have been looking / praying for an additional income source...

"We have found it!! We have jumped into something with both feet and we are super excited about it. We want you to take a look at it, can you join us online tonight at 8pm for thirty minutes?". (Your Zoom should be scheduled already, this is what you are inviting them to.)

Guest: "I don't know.... What is it exactly?"

You: "I am calling 20 more people in the next hour, I don't have time to explain and there is no way that I could if I tried. No one knows about it, Phil Knight, is one of the owners. It might not be for you at all but you won't know unless you take a look. There are limited spots on this webinar, should I put a no or a yes next to your name?" Guest: "Is this sales? Is this network marketing? Is this MLM?" You: "It is like NOTHING you have ever seen before, it isn't makeup or jewelry, there are no home parties and you won't be blasting this all over social media, you HAVE to take a look, can you get on for 30 minutes tonight at 8pm?" Guest: "sure I guess so" You: "Great! I am going to send you the link to join me online about 30 minutes before the webinar, you can watch it on your smartphone or computer. Please let me know in advance if you can't join so that I can give your spot to someone else."

DO NOT say the word products (I have done multiple trainings on this but if you want to earn income in PURE, do not lead with an invitation to learn about products).

If they can't get on but they are interested tell them you will send them a recording later, tell them it is about 30 minutes long, ask when they can watch it and schedule a follow-up call time with them.

If they are really pushy about information, tell them to go to www.purelifechangers.com and watch the video on the home page, you have calls to make.

If they are difficult, TAKE IT AWAY. You know what Dave, this probably isn't for you, never mind, have a great day!!! If they are difficult from the start they will likely be difficult as you work together to build a business. You get to choose who you work with here. Choose wisely.

If you see someone in person that you know you want to invite say... Hey Barbara, I am going to be calling you about something soon, I can't talk about it now but will call you soon, okay?

If a few days have gone by and you just cannot seem to pick up the phone and make those calls, reach out for help! We want to help you get your money back ASAP. Your leader will help you with the calls, sometimes we have inviting parties where multiple people get together to make calls with others (everything is easier with a group;) You are not in this alone.