

## 6 Minutes to Win it Verbiage

- After sponsoring activity, tell the ladies this:
  - o “If I have said anything that makes you slightly curious, you owe it to yourself to learn more. If you will give me 6 more minutes after we finish the presentation today, I will tell you 6 things about Premier that could change your life. I am calling this ‘6 minutes to win it’ because if you listen in, I am going to do a drawing for this fabulous charm bracelet. (show bracelet) The charms on here represent what Premier is all about and you can’t buy this cute bracelet. You can only win it! So, like I said, if you will give me just 6 more minutes as the shopping time starts, you will be entered to win! In order to participate in this special segment, you have to have a ticket. So, I have some tickets here that say, ‘I’m in it to win it’ and I am going to pass them around. If you want to listen in to more info on Premier as a business and have a chance to win the bracelet, take a ticket. You must have one to take part.”
- Give stack of tickets to guest at one side of room and then walk away. As they pass the tickets, I get the order boards out with the surveys, as that is the final thing to do.
- After conclusion of show and prizes, I ask those who took a ‘ticket to win it’ to meet me at a certain location (either kitchen or couch or somewhere that the other ladies are not shopping).
- To start the 6 minutes, I give them the 6 minutes to win it handout and tell them I am going to go through the 6 points on the sheet.
- I pretty much just read what is on the page and briefly expand on anything that needs it.
- After I go through the six points, I tell them to look at the chart on the bottom of my first 6 home shows. I tell them to notice the profits column and how after 6 shows I had made a little over \$2000, which had paid off my investment and allowed me to make a little money as well.
- I then ask them to flip the page over and I read out loud the 6 questions for them to consider, and the statement at the bottom.
- To conclude, I ask them to put their name on the ticket they took to listen in and also a number from 1-10 on where their interest level is after hearing the information. I tell them this will help me follow up with them the proper way.
- After they fold the tickets, I do the drawing for the bracelet and I thank them for listening.

After the 6 minute mini OP is over, I take the tickets to my check out area and look at the interest levels. For anyone that was a 7 or above, I ask them at check out what keeps them from being a 10 so I can find out their initial objections and handle some of them then. I then plan a follow up call where I can tell them a little more and talk about the possibilities. I try to make this follow up as soon as possible.

For anyone that was a 4-6 range, I ask them what is the biggest thing that scares them about the opportunity. They normally have multiple reasons. I try to help with the biggest concern and take it from there. I also ask for any referrals.

For any 3-1 range, I just ask if they know anyone that might be interested in something like this.