



## High Yielding Questions for Transform30

### Openers

"I just started/I am doing a 30 day cleanse. I am looking for anyone who is interested in joining me. I already see amazing results. Would you be interested?"

"I am doing a cleanse myself that is amazing and really working. I am part of a pilot program to check out how to best market this cleanse? Are you interested in improving your health? Would you be open to checking out my website?"

### Fesss Up script: Be sure to get more details about what interests them

#### Fitness:

- "Do you work out regularly?"
- "Are you 100% satisfied with your level of fitness?"

#### Energy:

- "Do you get tired in the afternoon or evenings?"
- "What do you typically do when you need an energy boost?"
- Alternatively "Do you experience getting tired before you get your 'to do list' done?"
- Alternatively "Do you have consistent energy throughout the day?"

#### Sleep:

- "Do you get 7-8 hours of complete rest every night?"
- "Would you consider yourself slightly sleep deprived?"

#### Stress:

- "(Lack of sleep can lead to higher stress) How is your stress level?"
- "What kind of foods do you reach for when you are stressed?"

#### Salt/Sugarcravings:

- "Would you say you have a sweet tooth?"
- "Do you consume processed foods like soda, chips, crackers, candy daily?"
- "Do you wish you could magically give up your favorite junk food/drink?"

#### Success:

- "Have you ever success with a diet/cleanse/detox/weight loss program before?"
- "Do you think it would help you to have partnership and support?"



**Closing the sale:** Send/show the two page special Transform30 order form.

Pointing to table of clinical results, ask, "Which of these benefits interest you the most?"

Point to Platinum cost and say: "Are you worth \$6 a day (\$8 a day in Canada)?"

Retail price is if they buy 30 day supply from you. Transform30 price is Preferred Customer price, explain JP will have 3 more installment payments.

**Additional verbiage:**

If they say, I cannot give up bread/cheese (gluten and dairy), say, "Come on, you can give up anything for 30 days. You can always go back to bread/cheese 30 days later."

If they say, I cannot give up coffee/wine etc., say "You only have to reduce those to the best of your ability. Avoiding dairy and bread are the biggie."

If they say, I would love to but cannot afford it, say "What one bad habit can you give up to pay for this?" or "How could you afford it? If you want change bad enough you will find a way. The big question is, do you want to feel a heck of a lot better in 30 days?"