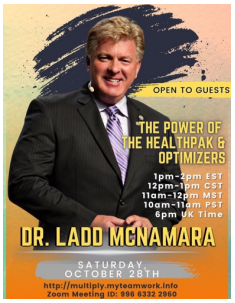
Success Saturday Invite Scripts





For Existing Associates & People Interested in Business Copy/Paste:

S1 (change time zone to match their time): Hi FIRSTNAME we have a big associate training this Saturday October 28th from 10am-4pm central. **<NEW PARAGRAPH>** Normally the cost for something like this is $129 for the day, but I can get you access for free. It's also ok if you can only attend part of it. Would you like me to send you the flyer? It's going to be big!

When they say yes, send this image:



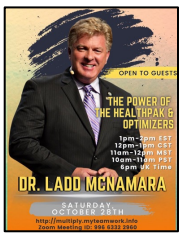
S2 (copy/paste under the image): Ok sounds good! I'm going to put you on the guest list for that Saturday. I will message you Friday night to confirm. Do you see the zoom link in the flyer?

When they say yes: Ok sounds good. See you then!

For Existing Customers & People Interested in Products Only Copy/Paste:

S3 (change time zone to match their time): Hi FIRSTNAME! There is another big webinar this Saturday, October 28th at 12pm central with Dr. Ladd McNamara! **<NEW PARAGRAPH>** He will be sharing results & explaining the science behind USANA. It's going to be big! Would you like me to send you the flyer?

When they say yes, send this image:

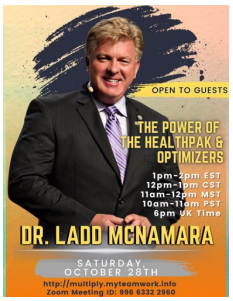


S2 (copy/paste this message under the image): Ok sounds good! I'm going to put you on the guest list for that Saturday. I will message you Friday night to confirm. Do you see the zoom link in the flyer?

When they say yes: Ok perfect. Looking forward to connecting with you this weekend!

Confirming Scripts





Friday Night - Copy/Paste the same for ALL prospects:

A1 (change time zone to match their time): Hi FIRSTNAME I'm excited to do the event with you tomorrow at TIME! Here's the zoom info so you have it!! **<NEW PARAGRAPH>** http://multiply.myteamwork.info or enter Zoom Meeting ID: 996 6332 2960. Give me a thumbs up when you get this. See you tomorrow!

Saturday Morning 1-2 Hours Before It Starts - Copy/Paste the same for ALL prospects:

A2: Hi FIRSTNAME see you at TIME! It's going to be an amazing event. Here's the zoom info once more: **<NEW PARAGRAPH>** http://multiply.myteamwork.info or enter Zoom Meeting ID: 996 6332 2960. I will message you when I'm in zoom, just before it starts. See you in a bit!

Saturday Morning 5-10 Minutes Before It Starts:

A3: Hi FIRSTNAME I'm in the zoom room right now. Are you able to get in ok?

Closing Script for PCs after the Product Event

IMPORTANT: If you have multiple guests attending the Dr. Ladd segment, you must decide who is the most likely to order immediately and call them immediately after the event. Within 2 minutes of the webinar ending, you should be dialing them directly (not texting). Just call them right now. Since you can only call 1 at a time, you must text the other guests and schedule a call for later in the day (or tomorrow at the latest).

CALL & SAY THIS WHEN THEY ANSWER:

Step 1: Hi FIRSTNAME, what were the main things you learned from the webinar?

<TAKE NOTES> Ok, so you liked **<REPEAT YOUR NOTES>.**

Step 2: Ok awesome. And what products would you like to try next?

<TAKE NOTES> Ok, so you want **<REPEAT YOUR NOTES>.** And is there anything else you'd like to try right now? **<WAIT>**

3. Sounds good. And where would you like your products shipped to? **<WAIT>**
4. I'm know I'm talking to you, but what is your phone number?
5. What is your best email?
6. And how would you like your name spelled on your account?
7. What's the credit card number you'd like to use? **<ALLOW THE SILENCE & WAIT>**
8. What's the CVV code & expiration date?
9. Billing address same as shipping?

10. Ok got it. Welcome to the USANA Family I am excited for you to have great results! I will process your order right away. Let's schedule a time to talk when your products arrive so I can go over the dosages and show you how to get future discounts. Your products should arrive 2 to 3 days from now, so let's schedule our call for **<DAY>**. Does that day work? **<WAIT>** Ok and on that day I could call you at **<TIME>** or **<TIME>**. Which time is best? **<LET THEM CHOOSE>** Ok sounds good talk to you then!

IF THEY DON'T ANSWER, TEXT THIS: Call me

FOR THOSE YOU WANT TO CALL LATER IN THE DAY TEXT THIS:

Hi FIRSTNAME thanks for attending! Can I call and ask you a few questions later today at TIME or TIME? Would be nice to connect and say hello regardless!

Closing Script for Business Prospects After Event

IMPORTANT: If you have multiple business prospects attending, you must decide who is the most likely to enroll immediately and call them immediately after the event. Within 2 minutes of the webinar ending, you should be dialing them directly (not texting). Just call them right now. Since you can only call 1 at a time, you must text the others and schedule a call for later in the day (or tomorrow at the latest).

CALL & SAY THIS WHEN THEY ANSWER:

Step 1: Hi FIRSTNAME, what were the main things you learned from the event?

<TAKE NOTES> Ok, so you liked **<REPEAT YOUR NOTES>.**

Step 2: Ok awesome. And what questions can I answer to help you get started?

<ANSWER QUESTIONS AND/OR OBJECTIONS>

3. Sounds good. And where would you like your products shipped to? **<WAIT>**
4. I'm know I'm talking to you, but what is your phone number?
5. What is your best email?
6. And how would you like your name spelled on your checks?
7. What's the credit card number you'd like to use? **<ALLOW THE SILENCE & WAIT>**
8. What's the CVV code & expiration date?
9. Billing address same as shipping?
10. Ok and for the tax write off and sending you paychecks they need your Social Security Number. What's your social? **<NOW BE SILENT WITH CONFIDENCE>**
11. Ok got it. Welcome to the USANA Family I am excited for you to have great results! I will process your order right away. Now I have a short script to read to finish…

<GO TO TOP OF PAGE 23 ON MAIN SCRIPT PACKAGE & READ QUICK START SCRIPT>

IF THEY DON'T ANSWER, TEXT THIS: Call me

FOR THOSE YOU WANT TO CALL LATER IN THE DAY TEXT THIS:

Hi FIRSTNAME thanks for attending! Can I call and ask you a few questions later today at TIME or TIME? Would be nice to connect and say hello regardless!