

# [ remember ]

- Be enthusiastic, be excited that you are enriching lives
- Keep your appointment short. Limit it to no more than 30 minutes.
- Try to have your prospect's husband present when you are sharing the opportunity
- STICK TO THE BASICS Do not prejudge, if you aren't convinced, how can she be?
- Do not do all the talking, listen to her questions and concerns.
- Build a team that not only enriches your lives, but the lives of others.
- Build your team with your heart, not your head
- Build your team by making lists and calls
- Prepare to build a team by assembling the appropriate material
- Work through your prospects' objections and concerns
- Jump in when she says "Yes!"