



**SHARE**

## **SCRIPTS: INVITE BY SENDING A LINK**

**Distributor:** If I sent you a link to complete a personalized health assessment, would you be willing to spend a few minutes to complete it?

**Prospect:** Yes, I would!

**Distributor:** Great! Do you think you'll have time to complete it today? It'll only take a few minutes.

**Prospect:** Sure. *(Or the prospect will say when he or she can complete it by.)*

**Distributor:** Once you complete it, you'll receive a personalized nutritional plan. I can then help you with recommendations. Would it be okay if I called you tonight around nine?

**Prospect:** Yes! That would be great. *(Or arrange a time to follow up.)*

**Distributor:** How would you like me to send you the link? By e-mail? Text? Facebook?

**Prospect:** E-mail would be great!

**Distributor:** Fantastic! I'll send the link now, and I look forward to going over your results with you tonight at nine.



## SCRIPTS: WHAT TO SAY WHEN INVITING

“I wanted to reach out to you because you’ve often mentioned your health goals...”

OR

“I was thinking about you after you shared the other day about \_\_\_\_\_.”

*(insert specific reason for reaching out to the prospect).*

### TO A NEW CUSTOMER

Hi, \_\_\_\_\_!

You expressed an interest in learning more about how you can improve your health. Please tell me more about that. *(Listen carefully to what she/he says.)* I’d like to offer you the opportunity to fill out the Healthprint Assessment. It’ll provide you with some guidance on where to improve your diet and lifestyle. It’ll also suggest some specific Shaklee products that will help you achieve your goals. Would you like to fill out the assessment now, with me, or when you’re at home? After you have your results, I want to go over them with you and answer any questions you might have. I congratulate you for taking this step to improve your health.

### CURRENT AND INACTIVE MEMBERS

Hi, \_\_\_\_\_! This is \_\_\_\_\_, your Shaklee Health Coach. Do you have a minute? I’ve been thinking about you because \_\_\_\_\_ *(insert specific reason).*

*Example:* “I know you’re always working on reaching your health goals. I’m excited to share what our doctors and scientists at Shaklee just introduced. It’s a personal health assessment called Healthprint. I’d like to send it to you to complete because it’ll provide you with a personalized nutrition plan.”

### PROSPECTIVE BUILDERS

Hi, \_\_\_\_\_!

I’m really excited to be partnering with a company that’s always in the forefront of new innovation and technology. I wanted to share with you a new online tool called Healthprint. It enables us to extend our reach to more people through a personalized health assessment.

Now, more than ever, Shaklee Distributors can provide high-quality health recommendations for prospects with product options chosen for them based upon the results of their Healthprint Assessments. It’s never been easier to get potential members started on Shaklee.



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## **SCRIPTS: SHARE WITH...**

### **DISTRIBUTOR/TEAM MEMBER**

Hi, \_\_\_\_\_!

Shaklee Healthprint is a way for you to connect with people without feeling like you need to be a nutrition expert. It's professional and very complete, and it'll provide you and your customers with a good guide regarding changes to diet and lifestyle. It'll also recommend a Shaklee supplement program to help your customers reach their three top health goals. Let's set a time to get together to go over Healthprint. Would Tuesday or Thursday work for you?

### **PERSONAL TRAINER**

Your clients look to you for guidance on exercise and nutrition. I'd like to introduce you to an online tool that will add value to the service you already provide your clients. It's professional and very complete, and it'll provide you and your customers with a good guide regarding changes to diet and lifestyle. It'll also recommend a Shaklee supplement program to help your customers reach their three top health goals. Let's set a time to get together to go over Healthprint. Could you meet with me Tuesday or Thursday so I can show you this awesome tool?