

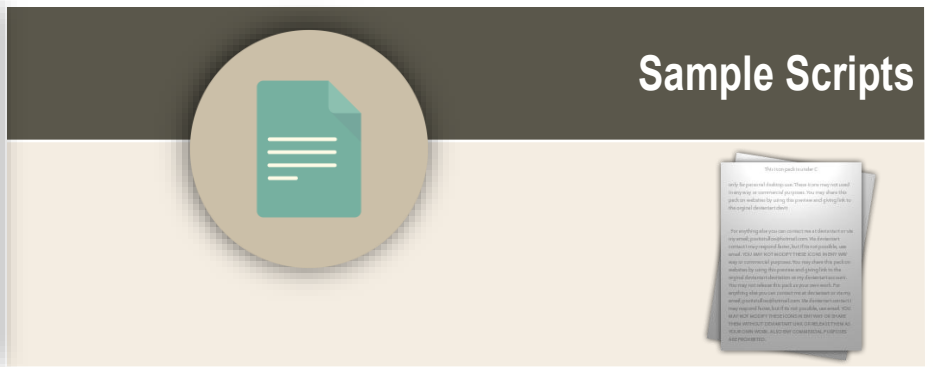
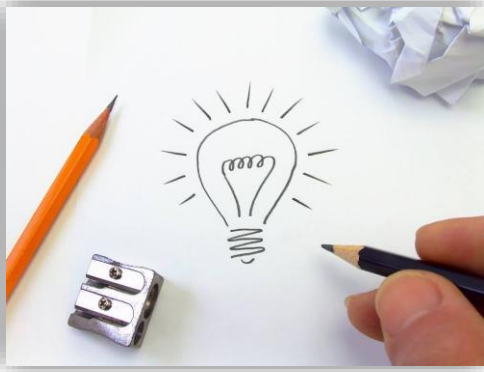


Conscious Creators

— G L O B A L —

Sample Scripts





What to say...

This can be a little daunting for some people when they first get started. If I can say anything, it would be the most important thing is just to be your natural self. This isn't about trying to "sell" anything, it's just about having a normal, natural conversation with someone the same way you would about anything.

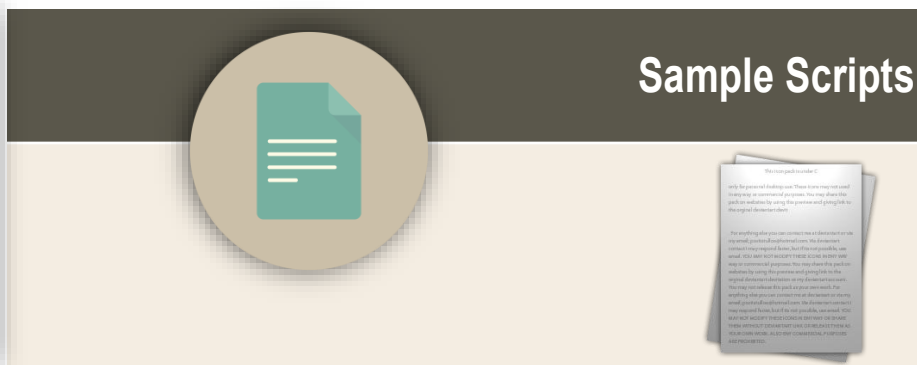
How you communicate with people is the same way you would normally communicate with them. Imagine the third most exciting thing to happen to you all year has just happened, and now you can't wait to tell.....

Who would you tell, how would you tell them. If you'd normally call them, text, message, social media or catch up with them in person. That's the perfect way to tell them about your new Home Business. Just do it naturally, be you!

Everyone has their own unique life scenarios. How you tell your best friend about your new venture may be different to how they would tell their parents about it, who may in turn use a different approach to tell their friends if they were to start a Home Business.

There is no one perfect scenario, so what we've done here is just cover 3 different scenarios you may encounter.

- People You Know. (Customer Opportunity).
- People You Know. (Business Opportunity).
- People You Randomly Meet.



People You Know. (Customer Opportunity).

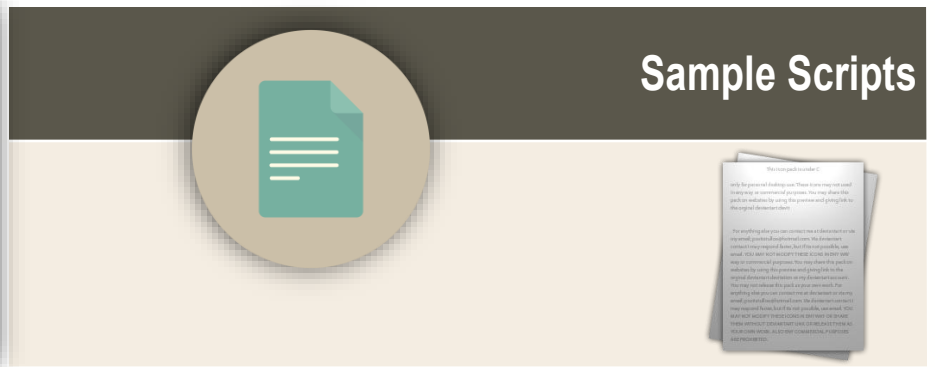
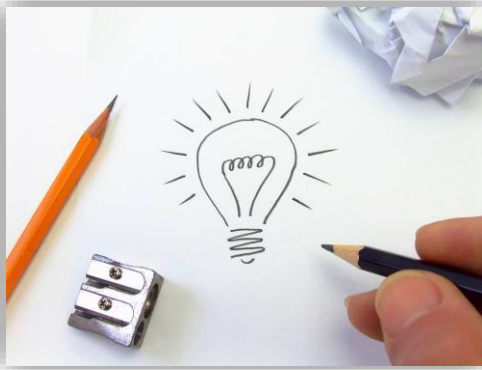
The most common, and from my experience the best way, to kick start your new Business is with people you already know, and approach them about being a customer first. That's how I actually got started in Network Marketing, as a customer first, not a distributor.

Also, statistics show that only around 2 out of 10 people will be interested in a business opportunity at any given moment in their lives. However, most, if not all, people you know would be willing to buy at least some products to help YOU out in a new venture.

So, your chances of getting a positive response are greatly enhanced by approaching people about becoming customers. Just a few people buying just a few products can quickly add up, especially when you're just getting started. That's going to be a massive benefit to you when you're in the startup phase, where getting just a few sales and making a bit of money to get you started can really help.

Most legitimate Network Marketing companies these days really do have some great, cutting edge, high quality products. These will typically be better quality than what you can find in stores, and not surprisingly, once people try the products, most of them come back as repeat customers (trust me, this is how I got started) which is of course a benefit to you because you get repeat business!

On the next page is an example of what you might say to someone you already know, about trying some of the products that you're promoting. Of course, it's just a guide. Put it in your own words, inject your own personality to it.



Sample script

People you know. (customer opportunity).

Now, I always want to start out by saying to people that you want to go into this with the right mindset. You shouldn't be trying to force people into looking at your Business or shaming them into buying something.

This is not a guilt business,

This is not a shame business,

This is not, oh I helped you build your BBQ, so now you need to buy something!

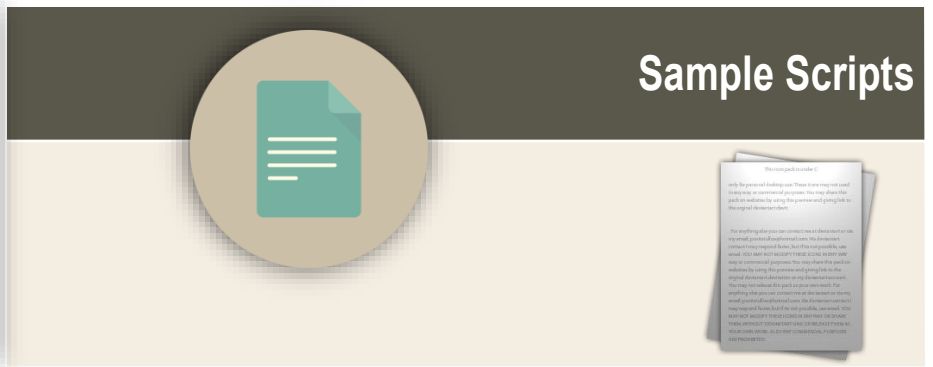
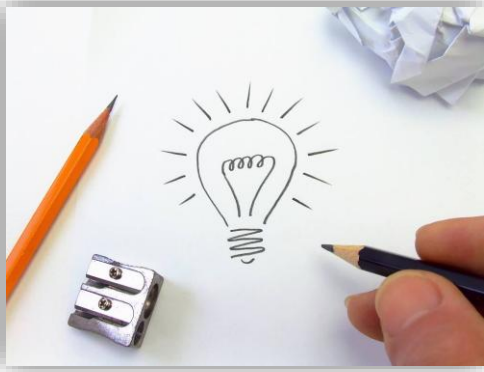
This is just an, "Are you open to having a look?", thing

So, start off with a normal conversation...

"Hey, by the way, can you do me a favour? I've just started a new online business. If I give you a link, can you do me a favour and checkout the website?

Please don't feel obligated to buy anything, if nothing else, I just want you to see what I'm doing. But if you do like any of the stuff, then obviously I'd appreciate your support!

Is that OK? Great, I'll send you the link."



People You Know. (Business Opportunity).

Whilst most people aren't actively looking for a business opportunity at any given time, there are always those people who are open to looking at such things. You may already know people like this, people who are ambitious, people who already have a traditional business, people who are go-getters, people who really want to get ahead in life.

These are examples, but certainly not the complete list, of those people who may actually be receptive to looking at a business opportunity.

What you would say to these people is quite similar to what you would say to customers in the previous example, just tweak it a little for these people.

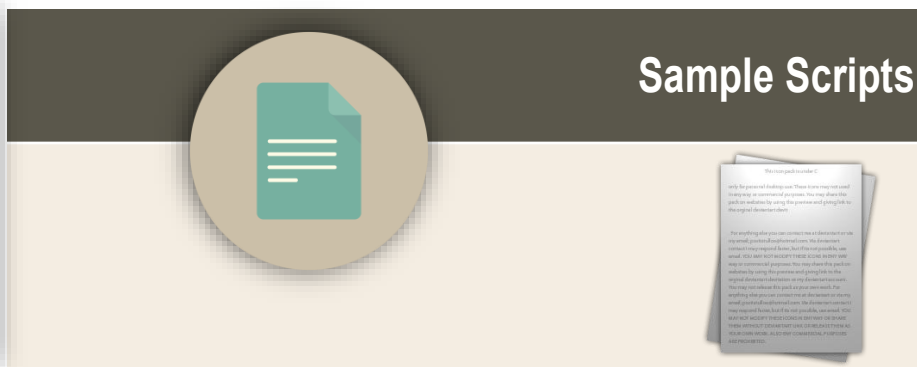
Here's a few things to remember...

NO WAY !

One thing I always say to people when you're talking about any business opportunity is avoid using the word WAY. It's psychologically a HUGE turn off for people. We've been programmed by society to be wary when we hear the word way. It's sub-conscious, we don't even realise we're doing it, but we are.

Ever heard a dodgy used car salesman say,

If I could show you a **WAY** that you could get this car, would you buy it today?



When we hear **WAY**, our sub-conscious is preparing for a sales pitch, and we go on the defensive.

If I could show you a **WAY**, I found a **WAY**, someone showed me a **WAY**...

So, you may want to approach these people from the point of view of, hey, I know you're ambitious/ a real go-getter ect. I've just started a new online business. I thought, knowing you like I do, it might be a good fit for you, but if not, then at least you'll know what it's all about and what I'm doing.

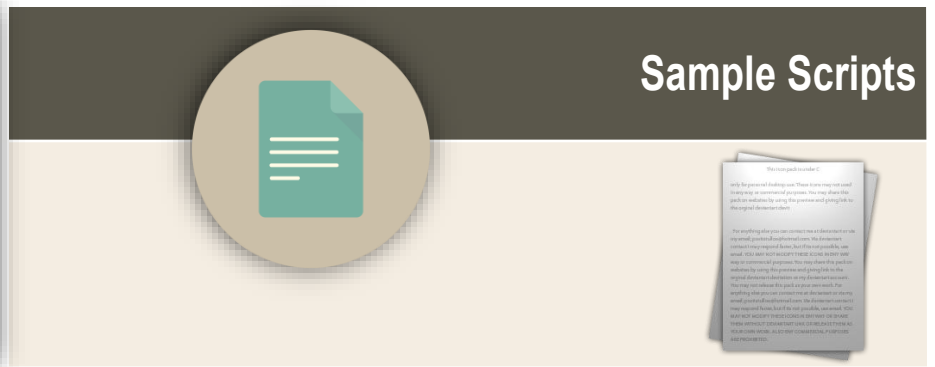
The key thing here is, I've just started a new online business.

Now, it's not important that you say this word for word, but here's what is super important, this is something you really want to take OWNERSHIP of. You need the mindset of, this is something I AM DOING!

If you're wishy washy, if you have the mindset of, this is something I'm kind of trying out... That's going to come across as you speak to people and no one will take you seriously, you have to have a mindset that is DEFINITE, CERTAINTY, this is something that I AM DOING!

The next thing here is, I thought this might be a good fit for you, but if not, I at least want you to know what it's all about so you'll know what I'm doing. This is super important because you want to establish up front with people a reason for them to check out the website even if they think they may not be interested.

Again, here's a guide of how this may look, don't think you have to read this word for word, put it in your own words, add your own personality. Be YOU!



Sample script

People you know. (business opportunity).

Start off with a normal conversation...

“Hey, can you do me a favour?”

I’ve recently made a decision to start a new online business.

It’s not something I went into lightly, and it’s an important financial strategy for me moving forward. Now, knowing you like I do, *(I know you’re always ambitious/ a real go-getter/ have first-hand experience of your own traditional business ect)* I thought that perhaps it may be a good fit for you too.

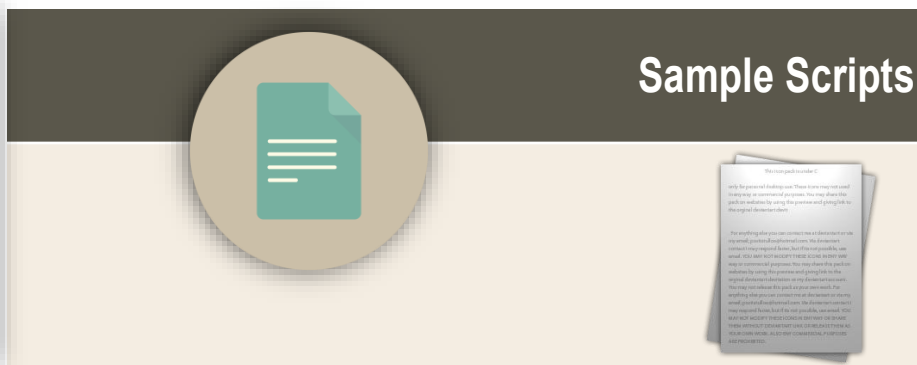
Now I can’t make any promises, it may be a good fit for you, it may not. But what I’d really appreciate is, if you could check it out, because if it’s NOT a good fit for you, then you’ll at least know and understand what it is that I’m doing, and if I mention my Business in the future, you’ll at least know what I’m talking about.

Now I’m personally getting a lot of help and support with this Business, so if you think it could be a good fit for you too, then just know that there’s a lot of help and support for you also, from day 1.

If I give you a link, can you do me a favour and checkout the website?

Is that OK?

Great, I’ll send you the link.”



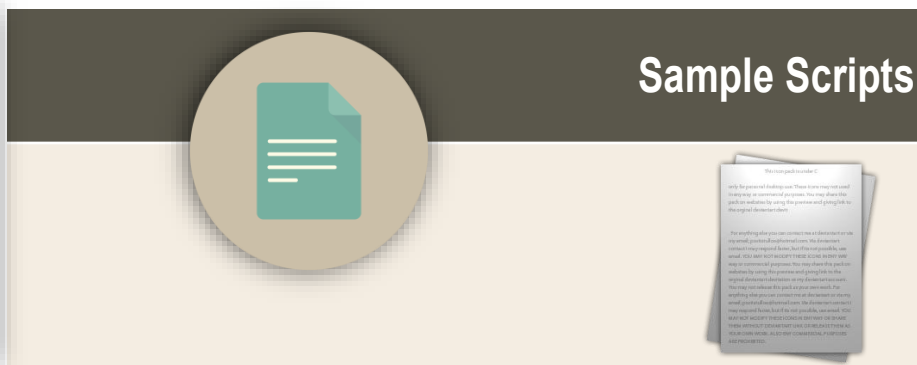
People You Randomly Meet.

We all meet people every day of our lives. Some people may, for whatever reason, choose not to involve people they already know in their Business. In this case, you'll need customers from somewhere. Even if you do include the people you already know in your Business, you're always constantly surrounded by a limitless supply of new cash injection for your Business.

When it comes to business, people = potential customers. Potential customers = money for you. Think of all the random people you interact with on any given day. The Teller that serves you at the Bank, the guy in the petrol station, the woman standing next to you at the traffic lights. They're all people who could potentially become either customers for your Business or who may join your Business as an active business builder just like you. When you consider just how many people you interact with on a daily basis, if only a fraction of them joined your Business or became customers, that's a HUGE potential for you!

It's a simple enough concept but, believe me, the reality is a bit more complicated than that. Remember, only around 2 out of 10 people, on average, will want to join your Business. The odds for customers tend to be a bit better than that, even for people you don't know. But still, a simple paint by numbers approach rarely works. Even when it does work, it takes about 10 years to really build a solid business that way.

That's because you have to go through a lot of rejection to get the few who are interested, and human beings don't like rejection. Chances are, which is what usually happens for most people, you'll come into this full of optimism and enthusiasm, but as you get rejection after rejection, you'll eventually get sick of all the rejection and quit before you ever do enough to make the Business a success.



Fortunately, there is a better way.

I have personally developed a strategy that I call Two To Tango. The way that it works is very simple. First of all, you just have to get into the habit of having conversations with people. Not trying to sell them anything or recruit them, just have a conversation with them, about anything.

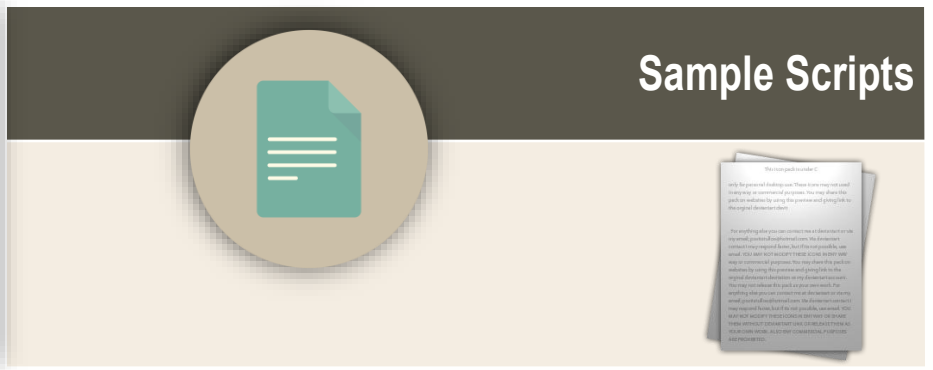
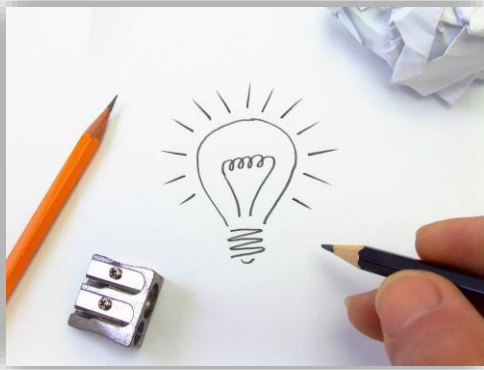
In fact, it's not a bad idea to completely ban yourself from even mentioning anything about your Business to random people for the first couple of days. Just so you can get used to having conversations with people without any additional pressure. Just get into the habit of naturally having conversations with people. Does that make sense?

You need an out.

Before you begin talking to people, you need an OUT. That is, how would you extricate yourself from a difficult situation. We rarely encounter any difficult situations, and if you follow the Two To Tango System you'll virtually never have any difficult situations. But our brains are hard-wired to think in 'worst case' scenario's. We conjure up all kinds of things that could go wrong and make them seem real.

Trust me, if you don't have an OUT, you'll probably never do anything because you'll be too afraid upfront of getting into a situation that you don't think you can handle.

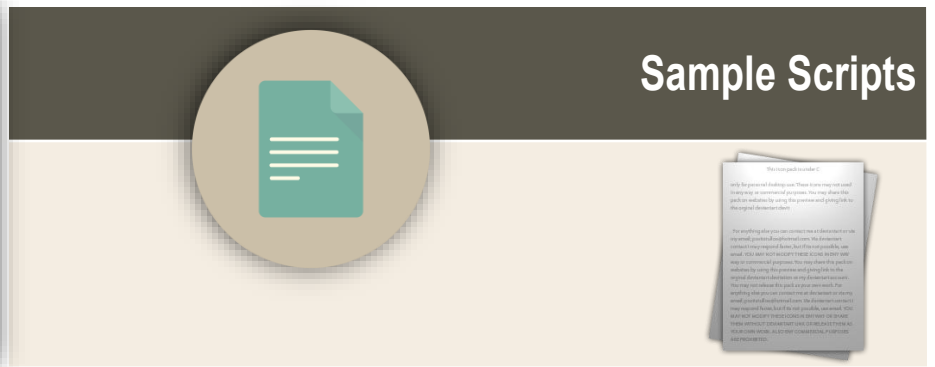
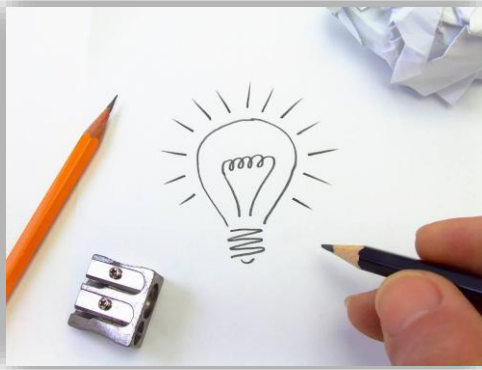
If you meet someone you feel you can't handle, (they're usually the best people by the way lol) and they're giving you a hard time, then the best OUT is usually to say something like, look, I'm sensing maybe this isn't a good fit for you, I can give you my card, if anything changes for you then you can give me a call, otherwise let's just leave it.



Now you may encounter that ultra-arrogant person who wants to control everything and really get in your face and say things like, well I might be interested but I demand that you tell me everything RIGHT NOW! They'll try to intimidate you and dominate you.

The best OUT in this situation is not to become arrogant yourself, but maintain your own posture and say something like, "Look, I respect where you're coming from. You've obviously got questions/ things you want to know, so I appreciate that. However, there is a reason why we do things the way that we do. I would be doing the opportunity, as well as you, a diss-service to attempt to do it any other way, so that's just not something that we do".

I can't tell you how many times, I've used this approach with arrogant people and they instantly back off.



Two to Tango.

As I mentioned, the reason that you want to have an OUT before you start speaking to people is that if you don't, you'll be so scared stiff about what could potentially happen, that you'll never actually talk to anyone!

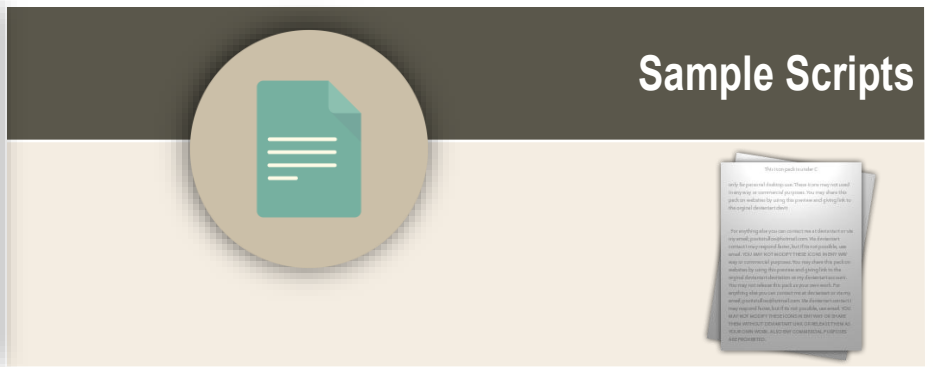
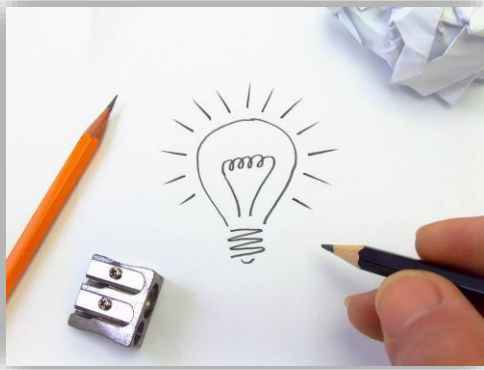
That being said however, in reality it's actually extremely rare that you'll ever have those sort of experiences anyway, particularly if you use the Two To Tango System.

The system is basically this. You say something to someone, then they say something back to you. You keep doing this without saying anything about your Business, until you get to a situation where it's comfortable for you to do so.

This is a skill, it's something that you have to learn. I can't teach you. It's something that you can only learn from experience. This will come as a natural result of just having conversations with people. There is no sample script for this one as I can't possibly predict what situations you're going to be having conversations in, and how those conversations will flow. What I can give you is an understanding of how this works as well as some tips to keep in mind.

The key to successfully getting customers or business builders from people you don't know is, you have to be discerning in who you talk to. On average, this is what you're going to find.

- 5 out of 10 people don't want to know anything about your business.
- 2 out of 10 will listen to you and may very well become customers or business builders.
- 3 out of 10 probably don't want to know, but might if the situation is right and all the stars align.



Most Home Businesses have a paint by numbers approach. They say, just talk to EVERYBODY! Well, that works great in theory. But let me tell you why it won't work in reality. Murphy's Law dictates the first 5 people you talk to, will be the ones that don't want to know.

By the time you're done with the 5th, you'll be too discouraged to talk to any more. So, you have to be selective in WHO you talk to and HOW you talk to them.

So basically, I want to have a positive 2-Way interaction with someone. Where I say something, and then they respond positively. It can be anything...

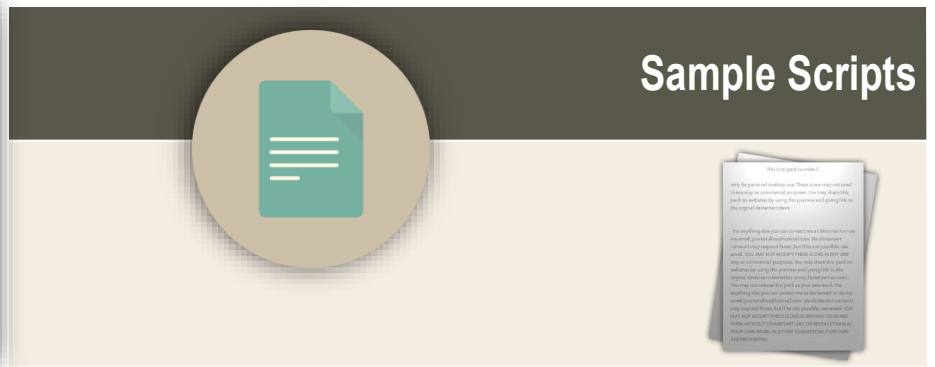
For example, something simple like...

I SAY, **Hey, how's your day been? / have you been busy?**

THEY SAY, **Yeah, today's been pretty good / we've been pretty busy, it's usually like that on a Tuesday, how about you?**

And I want to have 3 x positive 2-Way interactions with someone BEFORE I would ever mention anything about the Business.

If I can't get to 3, I'll just let it go. Don't mention the Business at all.

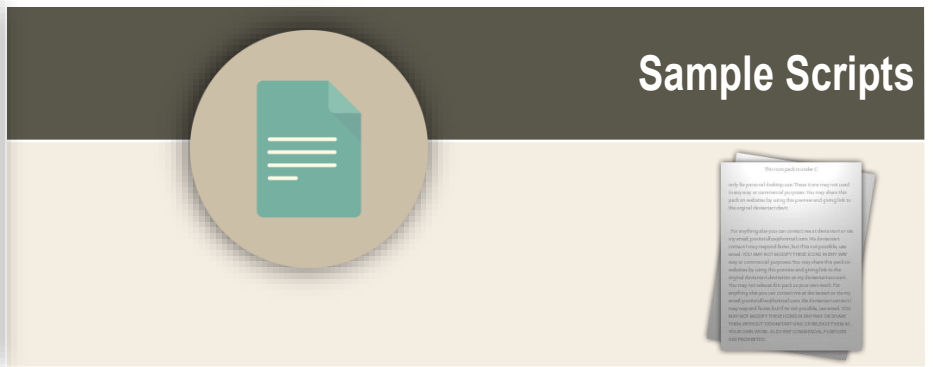
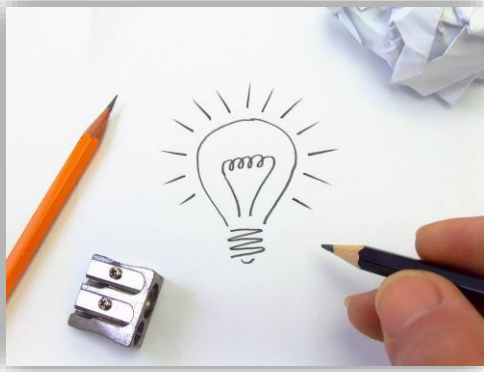


Generally speaking, you'll eliminate all 5 of the people who weren't interested in the first place.

Typically, for every 10 people you speak to, you'll probably only get to 3 Positive Interactions with maybe 3 or 4 of them. And statistically, as we've discussed, maybe 2 or 3 people out of 10 are actually going to be interested. So instead of talking to 10 people to find maybe 2 or 3 people who are interested, you've only actually spoken to 3 or 4 people about the Business. And statistically, we know 2 or 3 of them will be interested.

Not only that, but if you only mention the Business to people you've had 3 positive interactions with, then if they're not interested, they're virtually never going to be rude about it.

So, talk to 3 or 4 people about the Business, and 2 or 3 of them are interested, and the ones who aren't, are at least nice about it, most people can handle that!



Two things to remember...

First...

You need to get specific in WHAT you talk to people about. You can't just say your company has great products. That's too generic. Have just a couple of products that you're really familiar with, that you can talk to people about.

It's always best if you can speak from your own experiences of using the products yourself. Again, speak to people naturally.

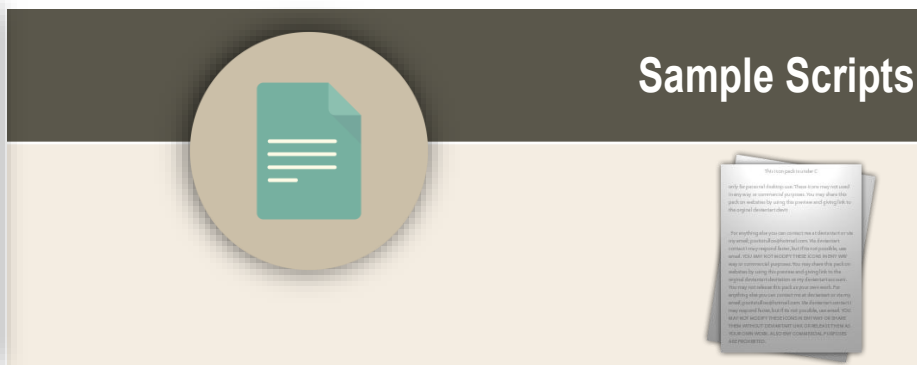
Second...

As I said, you've got to be selective about WHO you talk to and WHAT you talk to them about. You also need to be selective about WHEN you talk to them.

For example, it's usually not a good idea to try and talk to people while they're working, because they're usually too busy. Unless, as a result of your conversation, you see a natural opening.

The best thing to do is just get good at making conversation with people. Don't even think about talking about your Business. Just MAKE conversation. Get into the habit of making conversation, doing the 2 To Tango, without talking about your Business, just to practice getting into that habit. And you know what, when you do that, there's no pressure and it doesn't seem weird.

The more you do that, you'll start to see opportunities where you can slip something into the conversation about your Business. This shouldn't be something you force, it should just flow.



A couple of quick examples...

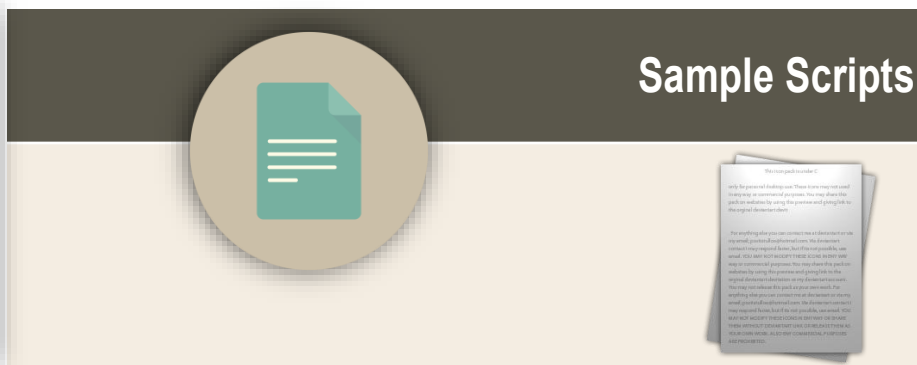
One of my customers, I met him sitting in line at the Hair Dressers. We just struck up a conversation, he mentioned to me about feeling run down. So, I just steered the conversation towards that. I said, "Well actually I'm working with a company that has this product." He became a customer!

Another one of my customers, was serving me at a Petrol Station. (This is usually the worst place to talk about Business, because these people are usually super busy working, they don't have time to hear about your Business).

I wasn't originally going to mention anything under those circumstances, but I'm just in the habit of making conversation. He was very friendly and chatty, I mentioned something about what I was doing yesterday, he asked what I was doing, I said, "Well actually I work with a company that.... The conversation went from there. I sent him the link. He became a customer.

Another woman I met on a train. As she was sitting down, she dropped her phone, we both looked, I said, hope it didn't break, we kind of laughed. We got talking from there, she was telling me that she worked at the Grounds of Alexandria. I said you know I've met a few people who work there, and they're all so passionate about working there, you guys must really love what you do. We got talking about that. Inevitably, she asked, well what do you do?

I said well I'm pretty passionate about what I do too, I promote products that I really believe in. I moved the conversation in that direction, sent her a link, and she became a customer.



Another guy I met was my Uber Driver. He told me he was doing this because he really needed to make some extra money. It was pretty easy for me to guide the conversation towards making money.

That all comes from just getting good at having conversations!

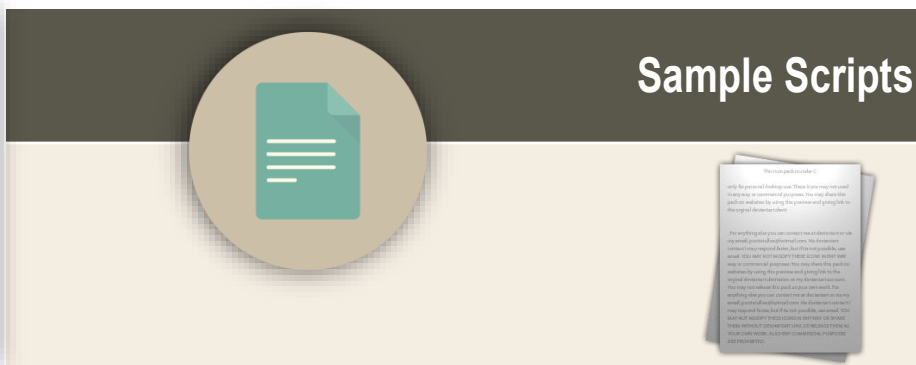
Let's Wrap This Up.

Use everything that we've discussed here as a guide. The most important thing is not to try and read it verbatim like a robot. It has to be YOU. Be yourself, use these scripts as a guide so you know what to say, but put it in your own words, inject your own personality into it. And like anything, the more you do it, the more natural it will become and the better you'll get at it.

A journey of 1,000 miles begins with the first step, the most important thing in business is to begin. I can't begin to describe to you how exciting it is when you use these techniques and people start to respond positively to you.

I'll never forget what it felt like to receive my very first email confirming that someone had joined my Business. I remember how excited I was to make my first \$200. \$200 isn't a lot of money, but it's just the feeling you get, \$200 is proof that it's working and if I can make \$200 then I can make anything!

A world of opportunity awaits you. All you have to do is BEGIN !



Lastly, we just need to cover off on the legal stuff.

This Manual, as well as any other associated websites, webinars or other communications, are intended as a training resource for entrepreneurs and people of all walks of life, wishing to get started in a Home Business, more particularly, the Network Marketing industry. They are intended to provide training and support to help you maximise your success in such opportunities.

They are not intended as or represent any kind of guarantee of any specific results or income earnings. This material has been independently prepared by Conscious Creators Global.

Nothing contained within this Manual is intended as a substitute for any professional advice by medical, legal, financial, business, tax or other such qualified professionals. If appropriate, you will seek independent professional guidance in these areas indicated.

No one can guarantee that the techniques depicted in this Manual will work for you. We do believe however that they will assist you in developing a strong and profitable business. Your chances of success are enhanced by following the trainings and techniques set out in this Manual and other such material on the consciouscreatorsglobal.com website.

We are here to help you at every step, but we cannot do the work for you. You acknowledge that you are always solely responsible for your own results.