

# Following Up with corporate Leads

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| <p><b>Phase 1:</b><br/><b>Follow Up</b><br/>Immediate</p>        | <p><b>CONTACT (brief introduction)</b><br/>Welcome to Shaklee<br/>Hello... Congratulations on your decision to purchase MindWorks®, your product will arrive in approximately 8 to 10 days... My name is Elena and I wanted to take this opportunity to welcome you to Shaklee, and introduce myself... I will follow up with you once you receive your product to see if you have any questions...</p> <p><b>CONNECT (once product has arrived)</b><br/>Hi there... Checking in to see if you received your MindWorks and if you have any questions. May I ask: What interested you in ordering MindWorks®?<br/>Tell me...Tell me more...</p> <p>Ask if they're familiar with Shaklee—If not share: Shaklee is the #1 Natural Nutritional Company in the U.S., with products that create healthier lives. They are always safe, always green and always work, 100% guaranteed or your money back.</p> <p>Offer to send out information of interest, and set the expectation for follow up<br/>“I would like to follow up with you... do you have a preference (email or phone)”</p> |
| <p><b>Phase 2:</b><br/><b>Follow Up</b><br/>2 weeks</p>          | <p><b>Above &amp; Beyond Service</b></p> <p><b>Checking-In:</b><br/>Following up to see how you're enjoying Mindworks and answer any questions. Ask questions about their nutritional needs, and listen carefully for concerns, use the “tell me.....tell me more about”.....to learn more about them</p> <p>Ask if there is a particular area of concern or question they may have...</p> <p><b>Share Exciting News on special offer:</b> You are entitled to a free bottle of Omega-Guard® with the purchase any of our regimens or kits... let me tell you about it...</p> <p><b>Recommend Special Offer:</b><br/>Free OmegaGuard® with any Shaklee Regimen or Kit... <b>Limited time only</b></p>  |
| <p><b>Phase 3:</b><br/><b>Follow Up</b><br/>1 - 3<br/>Months</p> | <p><b>Ongoing Support &amp; Follow Up</b></p> <p><b>Invite:</b><br/>To learn more about the Shaklee Lifestyle Opportunity</p> <ul style="list-style-type: none"><li>• Invite to Monday evening Opportunity presentations at 4:30 pacific</li><li>• Invite to a Shaklee Event</li><li>• Invite to a New Member Orientation or for coffee to chat about Shaklee!</li></ul>   |

**Build a Shaklee Relationship with Ongoing Follow Up!**

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## Scripts:

### Phase 1: Welcome & introduce yourself

*Hello my name is... I am calling from Shaklee to introduce myself. I'd like to welcome you to Shaklee and let you know your product is on its way.*

### Phase 2: As a “NEW Member” you are **entitled to a special offer**. Let me tell you about it... based on what you told me, I would recommend... (use the New Member checklist as a reference)

*We believe in our products so much we guarantee you will feel a difference in 30 days or your money back.*

*This Limited Time offer provides you with a FREE bottle of OmegaGuard®... which is a full spectrum of seven ultra-pure pharmaceutical-grade omega-3 essential fatty acids, naturally found in small, cold-water fish and delivers more benefits than other brands.*

*As your Shaklee personal consultant, I would like to follow up with you... Please let me know if you prefer emails or phone calls, or you may purchase directly through shaklee.com*

### Phase 3: Invite to an event to learn how to share Shaklee and build a business...