

PPP Training

PIQUE

#1) Listen to people complaining. When they come with a problem, you show up with a solution.

>>>>Piggy back off the complaint:
I HAVE FOUND A PRODUCT THAT IS
HELPING WITH >>>>>
I HAVE FOUND A WAY TO EARN EXTRA
INCOME THAT WOULD HELP YOU
TOO>>>>>

This is the reason for my call....

I thought of you because -----

Compliment them >>> I am looking for people who want to improve their health and help people. You are perfect for this Team.

Would you be willing to meet me on
zoom/call?

Set up the **PASS**

- Have them meet you on zoom and share your ZCard
- Log in to your zortt.com and move around
 - SHOW THEM
- Have your Coach Upline help you

Set up the **PLUG**

- Bring your Coach Upline in to help you with a connection call
- Edify your Coach Leader
- The connection call is magic