

PIQUE PASS PLUG PROMOTE

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PURPOSE OF PPP

- Follow Simple System *****DUPLICATION*****
- Watch again and again until you learn the system
- Take action and teach it? **DUPLICATION** New People
- NOTE**** Don't reinvent the wheel
- NOTE**** Do not add extra ingredients
- **Follow the system**

PIQUE

- Pique the Pain
- What does that person want/need/benefit from
- Column on tracking sheet/CRM – document PAIN
- Why did you think of them
- Have ever heard of?
-I have found something that is helping with

PIQUE

- Here is the reason for my call
- I thought of you because
- I overheard you saying
- I saw a post on Facebook
- *What is it? GREAT – Glad you asked – then SHOW THEM*

WHAT IS IT

- That is a great question
- I am glad you asked _____
- *Would you be willing to meet me on zoom*
- *Are you open*

PASS

- Me Card and SHARE
- Zortt.com and share screen
- Zoom or Call

PLUG-CONNECTOR CALL ***MAGIC**

- Learn how to do a 3 way call
- As soon as Prospect answers let them know you have someone helping with options OR giving a personal testimonial to Business/Products
- Ensure everyone is there and acknowledge
- Edify person as your leader helping you
- Remember no medical claims

PLUG WITH CHAT

- Text/Email or Chat
- How does the Prospect communicate
- Highly effective
- Highly convenient
- Can even call from chats

WHAT IF PROSPECT HAS WENT MIA

- DRIP **** DRIP **** DRIP – Track and Follow Up
 - Be persistent
 - Stay in contact with person
 - Continue to follow up
 - Move the Prospect off the List (Not right now) **Notate CRM/Tracker
- **Notate CRM everything you DRIP on Prospect with follow up reminders

PROMOTE

- Promote in to the next thing
- Zooms
- Zortt.com
- Trainings
- Elite Ambassador Huddle

THE SYSTEM

- Pique
- Pass
- Plug
- Promote to Zooms, Calls, Follow Up

- Do an orientation zoom with your people after they join
- Check on them – make sure received products/services and are satisfied
- Customer Service – log in CRM

REFER TO HANDOUTS

PDF'S TO HELP YOU WITH THIS TRAINING