

## Text Message Sponsoring System

### Overview:

The concept is that your new Distributor can start sponsoring straight away. They send a text to everyone in their mobile address book to see if they are interested in earning a part time income. With any positive responses, you arrange a 3 way call using the script below.

The aim is to sign up Distributors under them. You will also find people are interested in the products as well!

### Step 1

You send Text messages No 1 and No 2 to your new Distributor.

(Have those text messages saved in your templates folder in your mobile phone, using your own name where it says Sponsor's name.)

### Step 2

New Distributor inserts their name where needed in the **Text Message No 1** (at the end of the text message) and sends the message to every contact in their mobile phone address book.

**QUESTIONS or INTERESTED IN MORE INFORMATION from Text Message No 1:**

Distributor sends **Text Message No 2**

Note: If person calls instead of texting back, the new Distributor is **NOT TO ANSWER** any questions and will ask person if they would like a 3 way call with their Sponsor. Make sure your new Distributor is clear that this is what they must do before they send text message No 1 out.

### Step 3:

Sponsor makes a record of person's name and phone number on a tracking sheet.

### Step 4:

You (Sponsor) personally do 3 way call with new Distributor and their contact reading the script below.

### Step 5:

They will have 3 options:

1. Become a Distributor
2. Become a customer
3. Do nothing.

## Text Messages

### Text message No 1:

I've just started in a Multinational company expanding in the UK & they're looking for good people to make extra £500 - £1500 part time or much more full time. Do you want more information? If so, respond NOW! (*New Distributor's name*)

### Text Message No 2:

I've not started the training programme yet, so I don't have all the information. It's preferable that the person who introduced me, (Sponsor's name) speaks with you. I will ask him/her call you with more information. When's best time for you? (*New Distributor's name*)

## Sponsor Call Back Script Bullet Points

- Find out how your Distributor and contact know each other
- Find out what the contact is looking for (e.g. extra income, change direction etc)
- What job do they currently do?
  
- **Give them company overview:**
- We are health and nutrition company best known for weight loss, sports nutrition and skincare.
- Turnover last year was \$3.5 billion
- Established in 66 countries
- We are nutrition sponsors for David Beckham's team, LA Galaxy.
  
- Income is from small number of regularly reordering customers and team members
- Retail profit from customers starts at 25%, but moves up to 50% on a sliding scale, which takes 1 to 2 months.
- Commission on team members (UK and worldwide) starts at 5% of sales price.
  
- **Getting started**
- Try products yourself first. Attracts customers.
- Let people know what you are doing (e.g. text messaging system).
- Buy IBP (£78.70): contains 3 main products and training materials.
- Attend next meeting with their new Sponsor
  
- **What do they like best about all of this?**