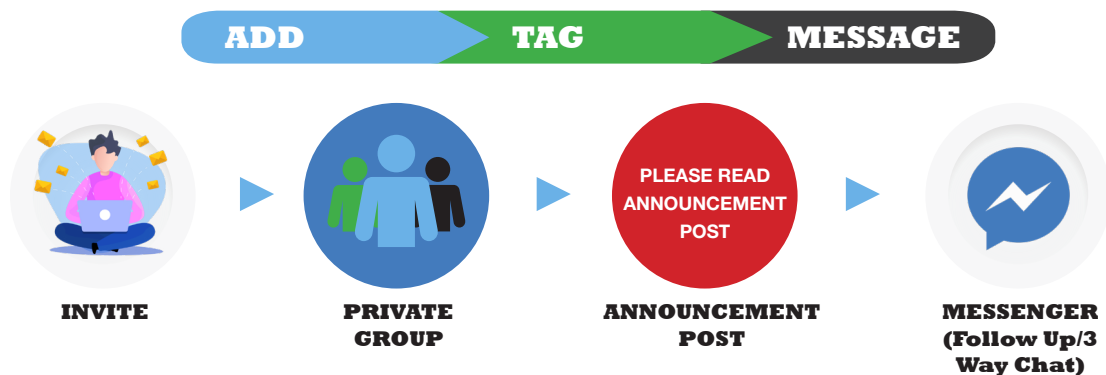


# HOW TO ATM A PROSPECT: THE PROVEN SYSTEM FOR BUILDING YOUR BUSINESS ONLINE

**ATM (ADD-TAG-MESSAGE)** is an online system used to help share information about the B-Epic products and business using Facebook groups. Facebook groups create social proof, which builds **BELIEF** and ultimately leads to more sales! They allow you to leverage the excitement of other people's success. The goal is to share the information, build value in the Facebook community, follow up and collect a decision. \*\* Make sure that you are facebook friends with the prospect **BEFORE** adding them to the FB group.



**ADD** - at least 10 friends/prospects to **100% EPIC FB GROUP** EVERYDAY.

**TAG** - those friends/prospects in the **ANNOUNCEMENTS** section of the 100% EPIC FB GROUP AND in a few testimonials that they can relate too.

**MESSAGE** - Send a follow up message (voice preferred) or text to see if friend/prospect has looked at the information and check to see if they have any further questions.

## STEP 1:

**INVITE** (Keep in mind it's best to do a voice message so they can hear the enthusiasm and excitement in your voice)

### **MOST EFFECTIVE**

**Example #1:** "Hey (Name of Prospect)! How are you? I hope you and your family are doing well during this time and staying healthy and busy :) Hey I wanted to run a quick idea by you. I just joined a Facebook community that's focused on health, fitness and weight loss and I am getting a lot out of it. It's a really positive group that has over 300,000 people from various backgrounds and everyone shares health tips and incredible stories.

Personally (**share your testimonial...** *Example:* "I have a ton energy and I've already lost 5 lbs. on these products" **OR** share a testimonial of a friend....*Example:* "I'm excited to start using some of these products. My friend is already down 5 inches and 15lbs.") and it's all based on this 3 Step System everyone is using!! I wanted to get your permission to **ADD** you to this group to see if maybe you **OR** someone you know may want to learn more about how they can feel **AMAZING** too!! Is it ok if I add you? (**Pause. Wait For A Response**) If not, no big deal either way it's great seeing you on here :)

**Example #2:** "Hey (Name of Prospect)! How are you? I hope all is well :) I'm reaching out because I wanted to ask if you would do me a huge favor. So I'm growing a customer group for my small business and I would love to add you and have you check it out to see if by chance you or anyone you may know of could benefit from our products. No pressure for you to buy anything however. I would greatly appreciate any feedback you may have.

You would just need to **ACCEPT** an invite to the group, that's it! No Strings attached!

Is that cool with you? (**Wait For Them To Respond**)

## STEP 2 & 3:

### **ADD and TAG**

**IF YES** - "Great! I am going to **ADD** you to our private Facebook community as my special V.I.P. guest. The group is called **100% EPIC**." I'm also going to **TAG** you in the **ANNOUNCEMENTS** post to check out the product details as well as a few incredible testimonials. Please make sure you **ACCEPT** the group request so you can check it out, cool?

Here is the link to go directly there! <https://www.facebook.com/groups/460243097941103>

## ATM FLOW CONTINUATION

### IMPORTANT FACEBOOK TIP:

AFTER they **ACCEPT** your invitation, **TAG** them in the comments of the **ANNOUNCEMENTS** section.

**TAG Example:** @theirname – here's the info. we spoke about that you can check out when you have a few minutes, let me know when you do!" Also TAG them in a few powerful testimonials.

➤ We have found if you put a key word in the search section of the group that they can relate to; such as anxiety, tired mom, diabetes, sleep apnea, pain, inflammation, arthritis etc. it's extremely effective when tagging them in the comments.

If they want more detailed information on the products, that information is located in the group under **UNITS** or if they are not on FB, you can send them directly to **www.PRODUCTSWITHIMPACT.COM**

## STEP 4: MESSAGE (FOLLOW UP)

*The fortune is in the follow-up. ALWAYS follow up by phone (text) or Facebook voice message. Make sure to set a reminder in your phone calendar or in Facebook Messenger to alert you to follow up in 24 - 48 hrs.*

"Hey (Name of prospect), how are you? Were you able to check out the information and stories in the **100% Epic FB Group** yet?" **(Wait For A Response)** Great! What intrigued **(stood out/excited)** you the most? **(Pause. Wait For A Response)** Awesome!! I love that too!! These products are AMAZING!!! So did you have any other questions or would you like to try the products? I know you will love them and I would love too be able to add you to my personal group of testimonials" :) **(Pause. Wait For A Response)**

**IF YES** - Sign them up on your personal B-Epic website (**www.bepic.com/yourusername**). If they need more detailed information, direct them to **www.ProductsWithImpact.com**

*If they have questions say..."So let's do this if it's ok with you. I would love to introduce you to a few incredible people that I work with very closely and respect very much that will share their story and experience with B-epic and they can also answer some of your questions since I'm still pretty new, ok?" (Pause. Wait For A Response) Great! Let me set up a group chat with all of us (add them to a facebook chat and follow "How To Do A 3-Way Chat Using Facebook" located under FILES in our Team FB Group).*

## IPHONE HACK TO MAKE ATM EVEN EASIER!!!



Do you know about the "Text Replacement" feature on iPhone? It allows you to switch out quick - to-type abbreviations with full words, entire sentences or even emoticons! This means that you can save the part of the script when you are giving them the link to the group or even when following up and press one button **and** it will paste the rest! You can save parts of the scripts on your iPhone and it will automatically paste the entire message right there!

## CREATE COOL SHORTCUTS

To create and manage your text replacements, go to **Settings > General > Keyboard > Text Replacement**.

Now click the plus sign in the top right corner to add a new shortcut. To manage existing shortcuts, simply click on them from the alphabetical list.

It works the same way for emoji — just think of a suitable shortcut and enter the emoticon you want to use in the "Phrase" field.

