

Script to Use to Reengage Inactive Brand Partners



Hey (**Name of Brand Partner**)! This is (**Your Name**), how are you? (**Wait for a response.**)



Awesome! I just wanted to touch base with you, because I don't think we have ever officially met since you signed up so it's nice to meet you over the phone! (**Wait for a response.**)



I'm part of your upline leadership team, along with (**Name of THEIR Sponsor**) and I just wanted to connect with you to introduce myself and let you know that I am here to support you in whatever way that I can. (**Wait for a response.**)



If it's ok with you, I'd like to also give you some exciting updates that are happening with B-Epic, and see if by chance you are still interested in making money with the business and taking advantage of the tax benefits of having a home-based business. (**Wait for a response.**)

IF YES



Great!! Well, the good thing about it (**Name of Brand Partner**), is that you can "relaunch" your business and start making money at any time, and I am here to help you do that. We now have a very simple step-by-step, copy-paste system for you to follow whether you want to build the business online or offline and you can do it all from your phone.



We tell you **EXACTLY** how to generate leads, how to approach potential prospects and what to say, how to present the information using our tools (**that do ALL of the work for you, so you don't have to be a great sales person**) AND how to follow up and collect a decision. We have people on our team making thousands of dollars right from their cell phone that have never done this before.



We have some exciting **NEW** products launching (**also mention current promotions**), **NEW** videos that have been released for the business opportunity and products AND we have a cool new app (**B-Epic**) that you can use to build your business as well.



Now, with that being said (**Name of Brand Partner**), let me ask you this. What do **YOU** feel has been holding you back from really getting your business off the ground since you first joined?



ADDITIONAL QUESTIONS

What challenges have you faced? Do you feel you spoke with a lot of people (at least 100)? Do you feel like you know how to properly approach people? Can you **HONESTLY** say you have been using the scripts? Do you feel like you have **MADE** the time to build your business? Are you plugged in to our Facebook groups? Have you called your sponsor for help?) (Listen and take notes. This is a great way to get an idea of how you can help them.)



Ok. Now I have a good understanding of how you feel and where you are with everything for sure. My job is to help you get things back on track, get your questions answered and again let you know that I am here for your support. **(Name of Brand Partner)**, what I would like to suggest we do next is schedule a strategy session. This will take about 30 minutes and we will go over **EVERYTHING** you need to know to launch your business. I am also going to make sure that you are added to all of the Facebook groups including our team Facebook group.



I want you to go to our team training website at _____ and click **GETTING STARTED**. Print the 72-Hour Launch Plan and complete as much of it as you can. What time this week works best for us to get back on the phone (or zoom or in person)? **(Wait for a response.)** Perfect! I will put that in my calendar and set a reminder. If anything comes up between now and then, will you please make sure to let me know? Great! I look forward to speaking with you soon!

IF NO



If they say "NO" they are no longer interested in the business. (Pause.) Well, if you don't mind, before we hang up, I'd like to quickly share a few things with you that you can still take advantage of even though you are not currently building the business and can even put more money into your paycheck at your job as soon as next month just by keeping your position active, ok? **(Wait for a response.)**



Great! So **(Name of Brand Partner)**, you will want to make sure that you at least stay on smart ship for 75 points so you can reap the rewards of having an **ACTIVE** home-based business. When tax season comes around next year, there are a lot of write-offs that you can qualify for, even if you have **NOT** made any money with the business. **HOWEVER**, you must show that you made an "attempt" to build a business and one of those ways is staying active with smart ship.



You can deduct your cell phone expense, mileage on your car, gas, entertainment and even a portion of your rent/mortgage. In addition, you can actually get an **INSTANT** pay raise at your job by making an adjustment on your W-4 form with the HR person since you have an active part-time business. You can get more of those specific details at www.HomeBizSavings.info and there are also directions on there about how to fill out that W-4 form.



Do you know how to set up your smart ship order? **(If not, walk them through selecting the products and set the date it will run right away. Also remind them that, worst case scenario, they can order household items that they were going to already purchase anyways or that Revitalize, Probiotic and Adult Multivitamin are popular products everyone in the family should be taking DAILY.)**



The other thing I would like to ask you real quick is if there were a way for you to still earn an income using **MY** time/effort and **YOUR** contacts, would you be willing to give me a few names and numbers of some people that I can connect with on your behalf, to see if they may be open to the products or the business? If they are, I would enroll them under **YOUR** account of course, but it's a win-win for both of us but I will be doing the majority of the work. Is that cool? **(Wait for a response.)**



Great! Who do you know that is sharp, business savvy, entrepreneurial, money motivated, loves helping people, has done network marketing before, owns a business, well connected etc. that may be open to making extra money?



Who do you know that wants to...lose weight and get rid of cellulite, have more energy, reduce wrinkles and tighten their skin, get rid of joint pain and inflammation, slim their waist, currently dealing with a health challenge, etc.



The goal here is to get at least 3 to 5 names from them right away. You will call the referrals using the **"What To Say When Calling Referrals"** script. You can also send them a curiosity post to put on their wall and let them know that if anyone responds asking for more information to put **YOU** in a 3-way Facebook chat so you can help answer questions or tag you in the post. Once they begin to do this, oftentimes they see how EASY the business is and become interested in building the business later.



Voicemail or FB Voice Message - *Hi (Name of Brand Partner), this is (Your Name) with B-Epic!! Happy (day of the week). I hope you are creating an awesome day! (Pause.) I wanted to connect with you because I have a few important and exciting things to share regarding your business, so if you can please give me a call or shoot me a text that would be great. 679-998-0098. Thanks so much, I look forward to hearing from you. Talk to you soon! (Also send a text just in case they don't recognize your number or check voicemails.)*