

Important Follow-Up Questions

1 Did you get an opportunity to look at the information?

2 What did you like BEST about what you saw/heard? What intrigued you the most?

There are usually one of three categories that most people fall into after looking at the information.

- 1.** You are ready to get started NOW as a brand partner with B-Epic and start making money RIGHT AWAY.
- 2.** You have a SERIOUS interest in our business; however, you have some questions.
- 3.** You are NOT interested in making additional income at this time, but you do see value in the products, so you would like to become a customer at this time.

So (Prospect's name), at this point would you say you are a 1, 2, or 3? (DO NOT TALK)

3 Can I walk you through the enrollment process?

4 How did you feel about the information?

5 Are you ready to get started?

6 When do you want to start losing weight(sleeping better, having more energy)?

7 Are you ready to (repeat their goals back to them)?

8 What would YOU like the next step to be?

9 Let's get your order processed, ok?

10 Is there anything stopping you from getting started today?

11 On a scale of 1-10, how serious are you about making a change in your health and income? What would it take for you to reach a 10?"

Important Follow-Up Stats

- **48% of marketers never follow up with a prospect**
- **25% of marketers follow up twice**
- **12% of marketers only follow up three times**
- **10% of marketers follow up more than three times**
- **2% of sales are made on the first contact**
- **3% of sales are made on the second contact**
- **5% of sales are made on the third contact**
- **10% of sales are made on the fourth contact**
- **80% of sales are made on the fifth to twelfth contact**