

## 3 Steps to Sharing RLGmeeting.com with Potential Distributors

**Step 1:** Use one of the following questions to start sharing <http://RLGmeeting.com> with your friends, family, co-workers, and people you have a previous connection or relationship with. After your initial catching up, say...

- “Hey Beth – I’m just curious, would you be open to an option to make some money if I didn’t interfere with your schedule?”
  - If they say “No”, say something like, “Well let me know if that ever changes. By the way, if you think of anyone who might be open to making some extra money if I showed them step-by-step how to do it – would you point them my way?”

**\*Whenever the person says “Yes” or asks you a question(s), go to Step 2**

**Note:** Some people will say “Yes” and others will say “No” – including friends and family. **It’s ok!** It may not be the right time for them. **Be kind and professional – they may change their mind later. Remember that our only job is to ask a question and collect a decision.** “Yes” and “No” are decisions and when you ask enough people the question, you will find the next “Yes”.

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**Step 2:** What to say and do next:

- If they say “Yes” or ask a question(s) about your question in Step 1, say:
  - “Great. I’ve got a quick video that does explain it in less than 30 mins. I am totally comfortable with whatever you decide. My goal is to make sure you have the information to make an informed decision. How soon could you watch the video?”
    - When they give you a day and time, say “Sounds good. So if I give you a call on *(insert day/time after they said they would watch the video)* you will have watched the video for sure!”
      - When they say “Yes” or suggest a different day/time to talk again, then simply give them the <http://RLGmeeting.com> link. Don’t oversell at this point, you have a meeting scheduled, so let the tool do the work!
  - If they ask a question(s), say “That’s a great question. The quick video explains it way better than I can. How soon can you squeeze in 30 min. to watch it?”
    - When they tell you a day/time to talk again, then simply give them the <http://RLGmeeting.com> link. Don’t oversell at this point, you have a meeting scheduled, so let the tool do the work!

**Link to share:** <http://RLGmeeting.com> - ***They will need your ID number to join your team***

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**Step 3:** What to do when you call them back after they said they will have watched the video:

- “Hi (insert their name). Did you watch that quick video?”
  - If they say “Yes”, say “Fantastic - what would you like to do next?”
    - If they have questions about the products or the comp plan, say “I’d be happy to get your questions answered. Let me see if I can reach my friend (insert your sponsor’s name). **Then contact your sponsor or set up a time to do a 3-way call**
      - You can share <http://rlgproducts.com> or do a 3-way call with your sponsor
    - If they want to get started, use <http://joinrlg.com> or call (800) 442-0993
      - ***They will need your ID number to join, so make sure they have that***
  - If they did **NOT** watch the video, say “No problem. How soon can you watch it for sure?”
    - When they give you an answer, say “Great – I’ll give you a call (insert day/time after the answer they just gave).” **Be sure to put it on your calendar!**
    - When you follow up, just use the steps listed in the “Yes” section above in Step 3.

**If you have any questions about these steps or experiences after you start sharing, contact your sponsor.**