

MyContact List

Use this page of the MyContact List as an accountability and tracking sheet. Write in the date when you contact the person. After each stage of the process, write the date when you met your prospect. This will help track how long you typically take in bringing someone through the process and how many people you have going through the process. It will also show the importance of getting a person through the entire 3 steps so they can make a decision.

| Who | Purpose Partner/Client? | How P - E - D - M | My Motive | Their Motive | The Offer (What) | Contact Date | Validate Business | Validate Products | Validate Plan | Decision |
|-----|----------------------------|----------------------|--------------|-----------------|---------------------|--------------|----------------------|----------------------|------------------|----------|
| 1. | | | | | | | | | | |
| 2. | | | | | | | | | | |
| 3. | | | | | | | | | | |
| 4. | | | | | | | | | | |
| 5. | | | | | | | | | | |
| 6. | | | | | | | | | | |
| 7. | | | | | | | | | | |
| 8. | | | | | | | | | | |
| 9. | | | | | | | | | | |
| 10. | | | | | | | | | | |
| 11. | | | | | | | | | | |
| 12. | | | | | | | | | | |
| 13. | | | | | | | | | | |
| 14. | | | | | | | | | | |
| 15. | | | | | | | | | | |
| 16. | | | | | | | | | | |
| 17. | | | | | | | | | | |
| 18. | | | | | | | | | | |
| 19. | | | | | | | | | | |
| 20. | | | | | | | | | | |
| 21. | | | | | | | | | | |
| 22. | | | | | | | | | | |
| 23 | | | | | | | | | | |
| 24. | | | | | | | | | | |
| 25. | | | | | | | | | | |

Contact & Invite Scripts
MyContact List

Build your MyContact List

WHO

There are many people you know - and people they know - who are looking for better ways to manage their health or financial challenges.

Every Royal Ambassador business begins the same way – with a ‘hot’ list of contacts we know personally. Yet, before long, it reaches out into the networks of others we once didn’t know.

Who you know REALLY does matter - and more so who THEY know!

So take the time to build your initial contact list.

Use the MyContact and Memory Trigger Lists. Keep a pen and pad handy at all times, because it will be an ever expanding list, you'll think of names at the oddest times and want to clear your mind for more.

Work towards building a list of at least 100 names.
This is what you'll also be asking others on your team to do!

Pre-Qualify your MyContact List (Select TOP 30 – A List)

PURPOSE

Once your list is prepared, you are ready to give some thought to your approach when first contacting these people. This will be based on your feel for what they are best qualified...

- Are they a potential Partner?
- Or a potential Wellness Home Client?

When this has been determined, your next step is to prioritize your potential Partner list – those most capable of building a significant business if they had the desire* to do so. This is your TOP 30 List.

Asset? (A List)

Ask yourself: Would you say this person is influential, resourceful, has a large contact base, successful in business, all the things that would make a Diamond or Royal Diamond? If these people could see what you see... they would definitely be an asset to your business and belong on your A List.

*Fact: The more successful someone is, the easier it is to contact them, the more open they are and willing to help...it is all based on your approach.

Review of Approaches

HOW

You will want to decide the best method to make the initial contact for each person.

- Phone
- E-mail
- Drop-by
- Mail

WHAT

During that first contact, it is important to have, or use a well rehearsed script when asking for the first meeting. This is their first impression! The following are points to consider...

WHAT is your goal in that first contact?
• to set a one-on-one meeting?
• an ABC meeting?
• to invite them to an event – i.e. Wellness Home Briefing / Nikken Health Break?
• or, to send them to an on-line presentation, a Web Cast; or an info pack?

WHAT presentation is best to use?
• For Individuals & Personal Contacts – Partnership Offering™ / Health Break™
• For Medical & Health Care Professionals – Sleep Consultant Program™
• For Spa, Hotel, Bed & Breakfast Industries – The Wellness Room Program™

Contact & Invite Scripts
Creating Interest Formula

(My Motive + Their Motive + The Offer)

My Motive

We now know logistically why a person has made it to your top 30 list: that it's based on their influence, business savvy etc... But now we want to know a different why... Why do you like them? We are looking for heartfelt statements such as:

- Passionate
- Helpful
- Cares about people
- Admired
- Respectful
- Trustworthy
- Family Man
- Finds a Cause and Sticks with it
- Driven to succeed
- Has great integrity etc...

Example: "(Name), I have come across something that I've become very passionate about, that I feel is important and worthy of your attention. I thought of you because of the respect I have for you and the passion you have for people. You've always impressed me as someone who really cares - the way you help others, which in all honesty, is a quality I very much admire about you ..."

Their Motive

Based on what we know about the person - or what they have revealed to us during a conversation – here's where we suggest two possible benefits they might receive by partnering with us in this worthy idea. Again we're looking for heartfelt statements that address THEIR needs/desires:

- To help people in a meaningful way
- To have the freedom of time to...
- To have the money freedom for...
- To contribute to a worthy cause
- To rise to a challenge
- To have fun
- To deal with a health issue
- To fuel their own BIG idea (To Balance 5 Pillars!) ...



Example: "With your involvement and influence (Name), I know this is a way we can make a meaningful difference in lives of many people. And I also know, with that in mind, the rewards would be equally great - significantly more than just financial... although that's there too! Does any of this interest you, so far?"

They ask – "What's this about?"...

The Offer (Partnership)

The goal is to sell the process. You're not going to have this person agreeing to build a Nikken organization in 15 minutes. You're inviting them to evaluate a business and asking them to commit to reviewing the information (in a chosen format). After which, they'll discover whether Nikken is for them, or in what manner they may be able to help us.

- Don't mention Nikken, magnets, network marketing... just talk about the fact that you have an idea you feel very strongly about.
- That you feel very strongly about this person you're calling and who they are as a person.
- That you know there are some things that are important them, and that this idea would enable them to contribute to and fulfill this need.
- That you appreciate that this might not be for them and you're calling them anyway because you're looking for their help.

- Always begin the offer with:

"(Name), although this may not be for you, I would really love for you to consider helping me... I'm putting together a team of like minded people, in partnership with the world's #1 provider of Wellness technology. I believe... (the BIG Idea). All I'm asking from you - is to check it out – the business, the products that drive the business, and the plan. If after that, you find it's not for you, perhaps you can still help! While evaluating this, please consider who you may know who I should be speaking with... fair enough?"

- Now set the appointment to...

The bottom line is you want to inform them, by being up front, open and honest. Let the information process do the 'selling'! That's the key.

MyContact

MEMORY TRIGGER LIST

Use it to trigger your memory of all the people you know or have met in your life!

Family and Friends

Aunt
Best Friend
Best Man
Bridesmaids
Brother
Brother-in-law
Cousin
Father
Father-in-law
Grandfather
Grandmother
Landlord
Maid of Honour
Most Likable
Mother
Mother-in-law
Nephew
Niece
Neighbours
Sister
Sister-in-law
Uncle
Ushers
Others . . .

By Career

Accountant
Air Force
Almost Lost Job
Ambulance Driver
Animal Trainer
Antique Dealer
Appliances sales/repair
Arcade
Architect
Army
Auctioneer
Auto Mechanic
Auto Supply
Avon
Baby-sitter
Baker
Banker
Barber
Beautician
Body Repair
Bookkeeper
Boss
Bus Driver
Cab Driver
Cabinet Maker
Car Sales
Carpenter
Carpet Layer

Cashier
Caterer
Chef
Chiropractic
Computer Repair
Computer Sales
Competition
Contractor
Copier Staff
Counsellor
Credit Union
Customer
Dance Teacher
Dept. Store
Delivers Mail
Delivery Business
Dentist
Dishwasher
Doctor
Doll Maker
Dry Cleaner
Editor
Electrician
Engineer
Fire Chief / Staff
Eye Centre
Farmer
Flower Shop
Funeral Director
Game Warden
Gas Station
Grocery Store
Hardware Store
Hates Job
Health Food
Health Spa
Highway Patrol
Home Builder
Hospital Worker
Hotel Business
Inspector
Insulator
Job Hunting
Journalist
Landscaper
Lawyer
Librarian
Locksmith
Lost Job
Movers/Shakers
Movie Rental
Notary Public
Navy
Needs Part-time
Nurse
Nutritionist

Office Supplies
Operator
Orthodontist
Other Multi-level Plans
Outdoor Signs
Painter
Partner
Payroll
Pension Plan
Personal Manager
Phone Installer
Photographer
Piano Teacher
Piano Tuner
Pilot
Plumber
Policeman
Preacher
Principal
Printer
Runs Truck
Sales People
Professor
Publisher
Radio Announcer
Realtor
Repair People
Roofer
Runs Truck
Sales People
Seamstress
Secretary
Security Guard
Service Station
Seven Eleven
Shop
Sign Painter
Social Worker
Sports caster
Steward
Stewardess
Surgeon
Surveyor
Tanning Salon
Teacher
Teller
Tire Store
Travel Agent
Tree Surgeon
Truck Driver
TV Repair
Union
Upholsterer
Waitress
Wallpaper Salesperson
Waiter

Work With
Writer
Your Principal
Your Teacher
Youth Director
Veterinarian
Others . . .

Interests

Bingo
Bookworm
Bridge
Car Pooler
Cat Lover
Chamber of Commerce
Church friends
Coffee Shop
Den Leader
Dog Lover
Fund Raiser
Jaycee
Kiwanis
Likes to eat
Likes to sing
Lions Club
Lunch Crowd
Rotary
Scout Master
Trivial Pursuit Player
Other . . .

Sports

Baseball
Basketball
Bowling
Coach
Fishing
Football
Golf
Handball
Hang Glides
Hunting
Jogs
Karate
Soccer
Ski Buff
Softball
Swims
Tennis
Other . . .

If you've reached the end of this list and you still don't have 90 names, call your sponsor.