



EXPANDING YOUR NETWORK REACHING OUT TO REFERRALS

Referrals are powerful additions to your list of contacts. Your mutual connection makes your message expected, and their higher likelihood of being interested in the product makes your offer more enticing.

Tips for Reaching Out to Referrals:

- Make your referral more inclined to engage by explaining your connection to a mutual friend.
- Referrals are likely expecting your message and know that you have an offer to pitch. You can bring it up earlier in the conversation than you would with a typical prospect!
- Many people provide referrals they believe would have some level of interest in your product, giving you the opportunity to be direct about the product and its benefits!
- If the person who provided you with the referral has experienced the effects of the tea, you have a powerful testimony to leverage!

Examples:

1. Hi [Referral's Name]! I hope you're well. [Customer's Name] mentioned that you might be interested in Iaso® Tea! It's a gentle cleansing tea that's supposed to help you lose weight and feel less bloated. Would you like to try it? I can get you a week's supply for \$25!*

2. Hi [Referral's Name]! I wanted to share a product with you that has been exciting a lot of people who are on a weight-loss journey. Your friend [Customer's Name] recently started drinking Iaso® Tea, and [he/she] has seen some incredible results. Don't hesitate to reach out to me if you'd like to try it or if you have any questions!*

*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease. Not intended for use by children. If you are pregnant, nursing, or taking medications, consult your physician prior to use.

Frequently Asked Questions

How should I take Iaso® Tea for best results?

For the most effective use of our brew tea, we recommend drinking a full glass (8 oz.) with lunch and dinner, plus half a glass with an evening snack.*

If you consume other dietary supplements, such as NutraBurst®, take these 20 to 30 minutes before consuming Iaso® Tea to allow your body to soak up nutrients before the mild laxative effects of Iaso® Tea take effect.*



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How long does it take for Iaso® Tea to work?

Iaso® Tea typically starts to take effect within 20 to 30 minutes.*

Is Iaso® Tea good for weight loss?

With ingredients like chamomile to support your stomach, malva leaves and ginger to aid the digestive system, and marsh mallow to promote gut health, Iaso® Brew Tea makes the perfect addition to your weight-loss program!*

How long can I keep drinking the tea?

Iaso® Tea may be consumed regularly. If you are experiencing discomfort, please discontinue using the product and contact your healthcare professional.*

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Why is it cheaper to purchase the tea online?

Online customers can save through a monthly SmartShip subscription, which automatically renews their order every month, ships the product directly to them, and saves them 10% on every order!