



XPLODE

YOUR BUSINESS BOOT CAMP

Day 1

Product of the Product

Are you using it or selling it?

- **Be genuine.**

Instead of sounding like a company salesperson, talk as you normally would.

In my conversations, I talk from the perspective of a customer, not a distributor.

Rather than just selling a product, people should know you ARE a consumer.



Product of the Product

Are you using it or selling it?

- **Talk about your needs.**

It is important for them to know that you have similar needs to theirs.

Share that information with them before you begin your testimonial.

Engage them with your story and make them feel like part of it.



Product of the Product

Are you using it or selling it?

- **Talk about the product's benefits.**

How did you find the product you used and why did you think it might be a good fit?

Make it clear why the product is a good fit for what you are seeking by highlighting its benefits.



Product of the Product

Are you using it or selling it?

- **Talk about your results.**

You now have the opportunity to describe how the product or service helped you.

Tell us about the changes you experienced after using it.

Adding pictures or videos is a good idea.



Product of the Product

Are you using it or selling it?

- **Talk about any personal objections or hesitations that you had.**



You can actually help your prospects overcome their hesitations by talking about your own.

Others who are worried about the price might feel more comfortable spending their money if you were hesitant at first about the price but then ended up loving the product.

When you weren't sure if the product would work, but it turned out that it did, that may be all someone needs to hear in order to make the jump to become a customer.

It is important to appeal to people's emotions and make them feel as if you are relatable.

Taking Away All the Excuses

25X
Business Builder Pack



+



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Step 1

Invest in Your Business

The 25X Business Builder Pack
\$299.95 + FREE Digital Starter
Kit (a \$60 value)

Get to work on your warm &
cold market list of 100
contacts.



Step 2

Offer the Tea

Begin working your list. You
do not need to write down 100
before you begin pre-selling
the tea.

Ask your contacts for a favor
and wait for a response.

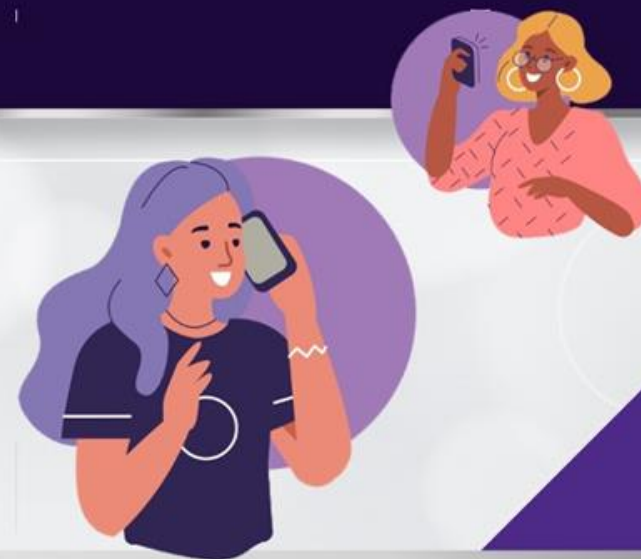


Step 3

Deliver & Follow Up

Transfer the names of
contacts that agreed to buy
one or more brew teas to the
25X Customer list.

Follow up 4 days after
delivery & offer more tea.



New Business Blitz

Offer Iaso® Tea for \$25



New Business Blitz



CONVERSATION STARTER

"Hey girl, I finally found it!"

Wait for response.

"What do you mean, what did you find?"

Reply.

"I finally found a product that works. You know I have been struggling with my weight and bloating and stuff. Well, I finally found something that is working."

Wait for response.

"Wow, okay. Well, what is it?"

Reply.

"I've been using a cleansing tea and it is really working. Do you want to try it? I can get you a one-week supply for \$25, and I will give you an extra sample for free!"

Wait for response

CONVERSATION STARTER

"Hey, how have you been? I wanted to see if you could do me a favor."

Wait for response.

"I am all good. What's up?"

Reply.

"I'm starting a little weight loss challenge and ..."

"You know my company, TLC, they started a challenge and..."

"I have been using this laso brew tea and getting great results. I have lost x pounds x inches off my waist. I really feel amazing. I am reaching out to some friends and asking if they want to try it."

Wait for response.

Explain the options. Cash or Cash Apps
\$25 for one week



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