

FITTEAM

3 STEP SAMPLING PROCESS

Step 1: Identify Need

The first step in our sampling process is to identify our prospect's need. Their need may come from a lack of energy, a desire to get healthy or perhaps looking for a way to earn additional income. In order to uncover a true need, you must listen for key words such as...

- "I'm always tired."
- "I wish I could lose weight."
- "I'd love to work somewhere else."

It may also help when uncovering prospect needs to ask some discovery questions such as...

- "What do you do for a living?"
- "What do you do to stay in shape?"
- "What do you do for energy?"

Step 2: Provide Solution

The second step in our sampling process is to provide a solution. We do so by taking our prospect's needs and letting them know we have something that can help. Here's some examples of how we can do that...

- "I know you said you are feeling tired, I have something that can help with that!"
- "I know you said you're unhappy with your current level of fitness, I have something that can help with that!"
- "I know you said you would love to find something you could be passionate about, I have something that can help with that!"

Step 3: Gather Information and Give Sample

The third step in our sampling process is to gather our prospect's contact information and give a sample. It's important to gather our prospect's contact information so we can follow up with them in regards to how they liked their sample. Using FITTEAM Prospect Connection Forms and Sample Cards is the ideal way to gather any prospect's contact information and to give a sample. However, if you do not have access to these marketing tools you may connect with them on social media or acquire their contact information by having them enter it into your cell phone. Here's some verbiage on how to do that...

- "Go ahead and fill out this form and I will get a you a sample."
- "Go ahead and enter your name and number in my phone and I will get a you a sample."
- "Go ahead and add me on Facebook and I will get a you a sample."

Summary

Following these three simple steps will allow you to sample almost anyone at any time. After you have sampled your prospect be sure to follow up with them within the next 24-48 hours. From there, you should schedule a time to present FITTEAM to them via a 3-Way Call or Opportunity Overview. Remember to be confident and have fun because we are sharing something that everyone not only wants but needs!