

SUCCESS is not a secret. It's a SYSTEM. And this is ours...

#NaturalHealthRevolution

THE FUNDAMENTALS OF SHARING

The Zija system is a series of exposures between you and the person that you would like to enroll into your organization.

1. PROSPECT LIST
2. PIQUE
3. PASS
4. PLUG
5. PROMOTE
6. PERSONAL DEVELOPMENT



1. PROSPECT LIST (*Roadmap pg. 37*)

If you were to start any business today, you would have to begin sourcing customers and partners who can help you extend your reach, right? So where is the best place to start? With the people who care about you most, of course!

Keeping in mind, not everyone is going to be as excited as you are based on their own experiences, beliefs and ideas; the good news is- you aren't looking for everyone. And you don't need to worry about those who say it's not for them right now. What you are looking for is a few key people who have a desire for more and are willing to do something about it.

How do you know who these people are? You don't! (Yet) Fear not, we will show you how to find them, and they are out there- we promise! But you won't find them if you decide it's not

for them without asking. Some of the biggest leaders in this business said no (a few times) before finally making the decision to join. And, as you grow in personal development, so will your list. You should be working to add 3-5 names to it everyday if you have some big goals. This is your gas tank for this business!

If someone comes to mind, add him or her to the list. Consider everyone you know, and also consider who might have specific leverage points that will open up opportunities you otherwise might have missed. Think of people you would like to work with, people who have a positive attitude, people who are ambitious and those who are respected in their circles of influence.

2. PIQUING INTEREST (*Roadmap pg. 40*)

REMEMBER:

- > Be genuine
- > Listen more
- > Ask questions
- > Keep it short & purposeful

Steps to success!

1. Connect with them on a personal level
2. Find what problem they have
3. Suggest you might have a solution & send them some information (IF I - WOULD YOU)
4. Schedule/book the follow up in 24 hours to 'get their questions answered'

OPTION 1 - If you know the person:

YOU: Hey Mary! How are you today?

PROSPECT: Great thanks, how are you?

YOU: Wonderful! It's been a while since we've connected, I was thinking of you the other day and wondering what you are up to? Are you still working at _____?

PROSPECT: Yes! It hasn't been going so well though & I just feel exhausted!

YOU: Oh man! That sounds tough- what's going on at work?

PROSPECT: Honestly, I'm tired of it. I work so many hours and I'm barely at home with the kids. Thinking I might need a change... What are you up to?

YOU: Oh man! That's tough, I was/am in the same boat – Working a ton of hours and looking for more flexibility and I'd love to earn more money!

PROSPECT: Me too!

YOU: Well that's actually why I reached out to you, I always remembered how hard working you are and thought of you when I recently got connected to an amazing woman/guy/mentor/new friend, learning how to earn Multiple Stream of Income with a man named Bob Proctor and his wife Linda! Have you heard of Bob? He was from the HUGE movie, The Secret! Has taught success principles and the law of attraction for over 50 years. Anyway, I've partnered up with his wife Linda in a new venture we are launching. I've just gotten started and have already earned money/learned so much/set up my new business (some sort of result here)- I think this could be an amazing solution for you too!

IF I.... sent you some information/invited you to a call
WOULD YOU take a look/be on the call to hear more about it?

PROSPECT: Wow sounds amazing! What is it?

YOU: An exciting new venture leveraging some of today's biggest trends, but don't worry- they have an awesome leadership team and free training program to help people (like me who knew nothing about this world before!) get started. The information I'll send will give you a great overview – then I can give you a quick call and introduce you to the person I'm learning from (she is amazing! Edify the 3way call leader here) and she can help answer any questions you might have!

What's the best email for you?

PROSPECT: Ok sounds good, I'm a bit busy today but I might have a chance to have a look tonight?

YOU: Perfect, I'll send you some information now and I'll give you a call in the morning? How is 9am for you?

PROSPECT: That's great, I'll have had a chance to review what you send before then!

YOU: Ok so just to confirm your email is _____ and the best phone number to call you tomorrow at 9am is _____? Correct?

PROSPECT: Yep that's right!

YOU: Great, enjoy the info – I think you'll be excited to see how this might be a great solution for what you're looking to do- I'm sure glad I jumped on board and we are just getting started! and I'll speak to you tomorrow at 9! Have a great rest of the day.

PROSPECT: Thanks so much, I'm excited to take a look!

Other quick questions that can help lead you to finding the PROBLEM and suggestion the SOLUTION we have.... *(Roadmap page 43)*

1. So how are things with your job?
2. Have things at your job been working out the way you hoped?
3. I know you're an ambitious person who's always looking for a good business opportunity. Are you open to discussing one with me for a few minutes?
4. What are you hoping to achieve career-wise?
5. If there were a way for you to generate a supplemental income, would you take some time to explore the possibilities?
6. Is health and wellness important to you?
7. What's new with your family?
8. How would you like to leverage some of your _____ (experience, social skills, contacts, talents, intelligence – mention two or three of them)?
9. If you could pay yourself for the next 12 months, how much would you earn?
10. If I told you about a new and powerful idea, would you take a few minutes to learn more about it?
11. What are you passionate about?
12. Have you heard of Moringa oleifera?
13. Did you do anything fun or exciting this summer?
14. What trips/vacations do you have coming up?
15. What's your biggest goal in the next 5 years? What's your plan to get you there?
16. Do you like to travel?
18. I've just partnered up with some amazing people helping me earn multiple streams of income– if I shoot you a short video, will you take a look at it today?
19. Are you open to looking at other ways to grow your income?
20. Do you know anyone that is looking to achieve better health in their life?

OPTION 2 - If you don't know the person:

YOU: Hey Mary! How are you today?

PROSPECT: Great thanks, how are you?

YOU: Wonderful! It's nice to meet you / get connected! I see you are based in California! I love it there/my friend visited there recently, what part are you in (Something personal you've noticed about them in person or on their profile if it's online)

PROSPECT: Yes! I've lived here all my life, I love it- but it's expensive!

YOU: Oh man! I've heard that- it's expensive here in Toronto too- the way the world is going thought I think- up to us to do something different- I had to change a little while ago too! What do you do for work out there? And what do you want to be doing?

PROSPECT: Yeah I guess you're right! Well, I work in accounting at a firm out here. But honestly, I'd like to work for myself and I definitely want to be earning more money. I have 2 kids at home so my wife can't really work, she stays at home. We need my income so I can't really leave or change right now.

YOU: (Share your story here) Oh I understand- I was in the same boat, not a lot of time and not a lot of options or money to do anything different. I actually got introduced to an amazing mentor a little while back through a friend of mine, changed everything and now I'm earning multiple streams of income and learning how to grow with an amazing team of people. Have you ever heard of a man named Bob Proctor and his wife Linda?

PROSPECT: Hmm sounds familiar? What do you do exactly?

YOU: Well, my background is/was _____. I was overworked and underpaid and desperately looking for another way. I was introduced to Bob, he was from the HUGE movie, The Secret! He has taught success principles and the law of attraction for over 50 years. Anyway, I've partnered up with his wife Linda in a new venture we are launching. I've just gotten started and have already earned money/learned so much/set up my new business (some sort of result here)

This may not be for you, but since you are in the same position I was looking for more, I'd love to help if I can!

IF I.... sent you some information/invited you to a call
WOULD YOU take a look/be on the call to hear more about it?

PROSPECT: Wow sounds amazing! But what is it exactly?

YOU: An exciting new venture leveraging some of today's biggest trends, but don't worry- they have an awesome leadership team and free training program to help people (like me who knew nothing about this world before!) get started. The information I'll send will give you a great overview – then I can give you a quick call and introduce you to the person I'm learning from (he is amazing! Edify the 3way call leader here) and he can help answer any questions you might have!

What's the best email for you?

PROSPECT: I'm really busy though, is this going to take much time?

YOU: I completely understand- I'm in the same position, not a lot of free time. I think you'll see that this might be a real solution for you because of that! I'm sending a quick video on what we do and how it works- maybe 15 minutes max? Then I'll give you a call in the morning? How is 8am before work for you?

PROSPECT: That's great, I'll have had a chance to review what you send before then!

YOU: Ok so just to confirm your email is _____ and the best phone number to call you tomorrow at 8am is _____? Correct?

PROSPECT: Yep that's right!

YOU: Great, enjoy the info – I think you'll be excited to see how this might be a great solution for what you're looking to do- I'm sure glad I jumped on board and we are just getting started! and I'll speak to you tomorrow at 8! Have a great rest of the day.

PROSPECT: Thanks so much, I'm excited to take a look!

3. PASS (Roadmap pg. 44)

When you make a PASS you are demonstrating how simple this business really is. It's not about being the expert or knowing everything, it is about referring people to the solution for the problem that they have! And making sure what you do looks simple, easy and fun- so it's duplicatable and they are thinking, "Hey! I can do this too!"

Here are some important factors when deciding what information to send and how to send it:

>Make sure you are only sending what they want to know eg. If they want to earn money, use some of our business opportunity links. If they want to lose weight, or they want to buy essential oils, send them a video on the products.

>Don't send too much info! 1 to 2 links is plenty- keep it simple

>Make sure you have booked the follow up call within 24 hours BEFORE you send any information

>Make sure videos are specific to their region eg. Zija123 is great for North Americans but not as well received in Europe or Australia. And not all products are available in each region either. Do some homework, or as you are learning, ask your upline.

>Products are also a great tool to PASS- If in person, a sachet of Xm+ along with some information on the benefits of our Moringa can be a great introduction to what we do!

Here are some tools you can use to PASS (based on what they have said they want!)

1. Money / Time Freedom & Job Flexibility (business introduction)

Introduction to Bob Proctor & the concept of Multiple Streams of income:

<http://www.opportunityalive.com>

Linda Proctor, her story & presentation explaining WHY this industry and why NOW:

<http://lindaproctor.com/opportunity/>

For North America: problem & solution overview with Zija international:

<http://zija123.com>

Welcome to Zija (as the solution, brief overview and testimonials)

<https://www.youtube.com/watch?v=qwYS0-Re7fM>

Our Team Website with success stories, training support and business tools:

<https://teamdiamondglobalnetwork.com>

(send only 1 of the Bob/Linda videos and only 1 of the 2 zija links MAXIMUM)

2. Product Introduction

Moringa Oliefera- What is it and why should we pay attention?

<https://www.youtube.com/watch?v=xBB1D8a9kwE>

Zija weight management system: (note* not all products available in every market)

<https://www.youtube.com/watch?v=TX2XhrD9fXE&list=PLwR-BLXCR-WjIJlazpz7MIjst02B87P-I>

RIPSTIX fitness supplements:

<https://www.youtube.com/watch?v=QViotcrfg4U&t=5s>

The AMEO essential oils DIFFERENCE:

<https://www.youtube.com/watch?v=sjKs2IfLgJE>

*For WEIGHT LOSS specifically, and the NHR 90 Day transformation program we have a Facebook group where you can follow the ATM method (ADD, TAG, MESSAGE).

Step 1. Simply ADD your guest to the group here:

<https://www.facebook.com/groups/TeamGlobalFitClub/>

Step 2. The TAG them on the pinned post (like you will see others have done before you).

Step 3. Then Private MESSAGE or CALL them if you have their number to help them choose their products or pack and get them started!

***HOT TIP

Remember, before you send any information or videos, have the follow up call, 3way or event booked with them so you have a short deadline to ensure they move through the funnel of exposures. And, the more you share information and videos, the more people you will have to follow up with and the more you'll have getting started- it's a numbers game!

Other sources for your own education:

The Zija Difference with Dr Vaughn Johnson:

https://www.youtube.com/watch?v=qzPnS_d41g&t=82s

Compensation plan explained:

<https://www.youtube.com/watch?v=BqdubChxcwE>

Ken Brailsford : Founder & CEO of Zija International, his story

<https://www.youtube.com/watch?v=QrX43MBWc1Q>

The original Moringa documentary on The Discovery Channel:

<https://www.youtube.com/watch?v=-9e2WNPdN-I>

Zija Mircale Foundation:

<https://www.youtube.com/watch?v=aKVqOJEgnHk>

A Doctor's perspective on Zija's nutrition line of Moringa Products:

<https://www.youtube.com/watch?v=ocIt5GwDGCE>

What makes Zija products unique with Dr Joshua Plant

<https://www.youtube.com/watch?v=2s3rrbcCkf0>

4. PLUG (Roadmap pg. 45)

Finally, you want to make sure you are connecting your prospect to someone other than you. We know how great you are! BUT it always helps your credibility to have someone else demonstrate support to the newest person looking at this AND to edify you and what you're doing so they are excited to join you!

There are a few different ways you can make this final step happen...

1. 3 WAY connection call
2. Your own home event
3. Team event (in person or on zoom)

This should validate for the guest:

- that there is in fact support (demonstrated not just talked about)
- there are other people like the prospect building business – makes it relatable!
- someone other than you is promoting YOU as an up and comer
- we all love and support each other in this community (something most people want in their lives, to feel a part of something)

How do we do this? It's Easy!

IF YOU'RE INVITING THE PROSPECT TO A 3WAY CALL:

After you have PIQUED their interest and PASSED some information or video, then you want to PLUG (quickly) into the upline or team support connection call. So if you haven't already, find out a couple of options for times that work for your prospect in the next 24-28 hours for 10 minutes.

Make sure to say it like this...

"When in the next day or 2 are you free for 5-10 minutes to jump on a call with (previously edified upline or support) so we can get your questions answered and we can go from there?"

Great, so tomorrow at 2pm EST? perfect! On this number yes? You're going to love hearing _____'s story- I think you'll be able to relate and they are doing some amazing things with this!"

This makes them feel at ease, excited to meet someone like them and prepared to have any questions ready from the videos they have watched.

**Note

The upline or support on this call does not need to be way upline. It should be someone similar to your prospect so your prospect can relate and as long as they have had some sort of results so far either on the products or they've earned a paycheck, they can help paint the vision for the newest person and make them feel a part of something on the call.

IF YOU'RE INVITING THE PROSPECT TO AN EVENT OR TEAM ZOOM CALL:

"Hey _____! I know you're really looking to earn more money, leave your job, have more time with your family and now you've seen some information now and checked out the business/products. I'd love to invite you to meeting some of the people I'm working with and hear another perspective. We've got some amazing stories on the team from all different backgrounds on a call/coming to our event tomorrow at 7pm.

IF I picked you up/sent you the link to our zoom call
WOULD YOU come with me for an hour and meet them? I think you'd really connect with _____'s story and I'd love to introduce you."

If yes, "Perfect! I'll send you a text when I'm on my way/15 mins before we start to help you get logged on if you need."

If they are not available, revert to 3way connection call as time schedule might be an issue and 3way calls are easily scheduled anytime! Don't leave it in the air for them to make the next move- chances are they won't. You have to own this process and keep them moving through exposures until they make a decision.

Once they have been PLUGGED IN, it is up to you to say...

"Ok! What did you hear that you liked? What other questions do you have?"

And the most important one... "ARE YOU READY TO GET STARTED TODAY?"

If YES- Perfect, which products or pack are you most excited about? What's your shipping address and email (START WRITING OR FILLING THIS IN ONLINE)

If NO or NOT YET- ask them what else they might like to see and arrange immediately, another perspective, more information etc or if they just want 'time' to make a decision, book a follow up in a few days with them to call back and check in.

Ask them... "Look I know you're wanting to make a change here, And even though this isn't a big decision, you are just buying some products to start learning, I know it is all new and can sometimes be overwhelming. How about if I give you a call in a few days once you've had some time to digest the information a little more and we can go from there?"

If they say yes, sure, make sure to make a mention of other people's opinions. You can story tell this a little if you need to to leverage someone else's credibility until you feel confident enough to say it yourself. Say something like this...

"Great, I'll check in with you early next week on Monday around 4pm (use agreed upon time). Is there anything else I can send you information-wise while you are having a thing that might help you make a decision either way? Is there something in particular you are concerned or worried about? (make sure to send whatever might help them here). And Finally... While you are having a think, you might be inclined to ask someone else's opinion on your goals and what you're wanting to do. Know that not everyone is willing to go out there and do something about their goals, and those who don't often have an opinion about those who do. I love what Bob says- If you accept someone's opinion, you'd better be ready to accept their lifestyle. So, while they might have your best intentions at heart, they just may not have all the information based on their own preconceived ideas or limitations.

So, spend the next few days really thinking about what you want, and how else you might be able to achieve it. I've looked over the years and never found anything with the mentorship an support like we have here- when I started I thought even if it takes me a little bit longer than others, or I have to learn some new skills- where else can I earn this kind of money on a part time basis with my current skill set and someone willing to help me every step of the way?"

Then make sure you put the follow up in your calendar and you deliver on your promise!

REPEAT this follow up process until they either say yes or no. BUT never take them off your list as a 'NO' is usually just a 'not right now.'

