Here are suggestions you can adapt to your own style and personality. Once you find a script that works for you, use it again so it becomes natural to you.

HOW TO SPONSOR SOMEONE FROM A SHAPEWORKS™ SHAKE PARTY DEMONSTRATION

You have such a great personality. Have you ever thought of demonstrating these products yourself?

If **"No"**

If **"Yes"**

I think you would be great! Do you have a spare hour or two a week? Do you want to make some extra money?

a. Great! Have you got a few minutes? I can explain the whole concept to you now.

or

b. Great! Why don't I come to your place on (date) and tell you all about it?

If **"No"**

If **"Yes"**

Do you know anyone else who would be interested in earning some extra money this month?

Great! Why don't you write down their name(s) and number(s) for me? Would you like to phone first and tell them I will be calling?

If **"No"**

If **"Yes"**

Do you know anyone who would like to try our ShapeWorks™ program and targeted nutritional products?

Great! Let's book another ShapeWorks™ shake party. All you need to do is invite them. It will be fun! (I will offer a small gift.)

If **"No"**

If **"Yes"**

I have some other great products—our Outer Nutrition® personal-care line. Do you know anyone who wants great skin care, body and bath products?

Let's book an Outer Nutrition® demonstration party—it's so much fun! All you need to do is invite some people and I will bring everything!

If **"Yes"**