

ONLINE MARKETING SYSTEM

For Our STP [Store That Pays] MELALEUCA T-E-A-M

[NOTE: This superb 3-STEP Marketing System was created by top Melaleuca Marketing Executives, [such as Ed Bestoso] - and it has been completely "Melaleuca approved" - but, it must be used in strict accordance with their Statement Of Policies). This System helps you [and your Biz Partners] to build a highly profitable Home eBiz with Melaleuca, and its cost is only \$19.US/mo - first trial month just \$1.US.]

----- 123GoGreen - **Q&A** ------

<u>Simple & Effective</u> - One of the real beauties of this (**123GG**) Marketing System is ... it totally "respects" everybody's 'busy' <u>time</u> schedule, since there is NO need to hold any [often lengthy] meetings - in coffee shops / homes / motels / etc >>> as those days are gone.

<u>No NEW Money</u> - 123.GG will help you to show them that they are "already buying" the exact same products and services elsewhere, anyway [[so, there's <u>no NEW \$\$</u> required here]]. This helps viewers appreciate the CONTRAST from the giant, "chemical harsh" companies - like Johnson & Johnson / Colgate-Palmolive / Unilever / Proctor & Gamble / Nestle / Kellogs, etc!

<u>Bonuses</u> - As you go through **123GG**, you will be able to explain to them that, by becoming a Preferred Member, and using the <u>Melaleuca</u> [SAFE] products ... they will be ... protecting, and enhancing, their HEALTH ... living in a SAFER HOME ... contributing to a much CLEANER ENVIRONMENT ... and all, for LESS COST ... P-L-U-S ... this could 'also' enable them to <u>contribute to their household INCOME</u>, in the process (IF that should interest them - IF)!

SIMPLE MARKETING SYSTEM

Our [STP] TEAM - Many [but not all] of our Team "use" this "123GoGreen" Marketing System - which is an innovative ONLINE INTERACTIVE process (that is fully Melaleuca "compliant") - it's where both parties are on their PHONE + COMPUTER / ZOOM, together -- thus "avoiding" the need for any lengthy "in person". It's for North America (other regions use other Systems).

It takes about **90+ MINUTES** to go through it properly (so, in both the <u>APPROACH</u> - and setting up the APPOINTMENT - you should 'stress' that). There is even a <u>Mobile APP</u> that has some *Pre-Written* Approaches built right in <u>for</u> you - that you can send to names on your phone!

<u>The 123GG System</u> ... a full **Melaleuca** PRESENTATION // OVERVIEW (to 'people you know', using the **Checklist** - and **2 Videos** - etc) ... <u>plus</u> some back-and-forth DIALOGUE ... <u>plus</u>, collecting a DECISION (will they be either a Category 1, or 2, or 3?) ... <u>plus</u> the FOLLOW-UP[s].

There are NO <u>shortcuts</u> allowed (by strict Melaleuca terms) - NO sending out of any material - "in advance", etc - this must be "Hands On' - via PHONE + COMPUTER // ZOOM >>> **only**.

<u>PRESENTER!</u> - The most "important single thing [action]" you can practice, in building a highly successful Melaleuca Home eBusiness is - becoming a MASTER "PRESENTER"!

The more (Laptop + Phone) INTERACTIVE sessions you can do each day / week / month, with your prospects, the better you will become - the more people you'll help - the higher the income!



higher the income! >>>>> PRESENT an OVERVIEW - PRESENT an OVERVIEW!

LEADS => APPROACHES => APPOINTMENTS => PRESENTATIONS => ENROLLMENTS!



(3) OPTIONS - After the process is completed, the Presenter has the prospect looking at THREE (3) possible OPTIONS for

- **(1)** PREFERRED MEMBER only (strictly a CUSTOMER) ideally, starting out with the HOME CONVERSION PACK [HCP] for the "best" value) gives a wide sampling of "many" products, at DEEP DISCOUNTS!
- **(2)** <u>Preferred Member "plus" MARKETING EXECUTIVE</u> HCP + building a "modest" Home eBusiness (via family / friends / neighbors / co-workers / leads / etc);
- **(3)** <u>Preferred Member "plus" MARKETING EXECUTIVE</u> HCP <u>but</u>, building a "full scale" Home eBusiness (family / friends / neighbors / co-workers / social media / etc);

<u>Note</u>: For **(#3**), especially - Presenters need to "coach" them on the Steps to take, right away - to "maximize" their race, to PACESETTER + **DIRECTOR-3** (these steps are):

- (a) Studying the (7) CRTITCAL ACTIVITIES (from Melaleuca) and especially 1,2,3
- (b) Learning how to generate ENDLESS FREE LEADS (friends + Social Media ++)
- (c) Becoming skilled at doing APPROACHES "plus" SETTING APPOINTMENTS
- **(d)** Becoming a "prolific PRESENTER" putting on min of ____ **123GG** Presentations per day / week / month ____ (see KH video on this)!



SEQUENCE of 123GoGreen STEPS - Chart, showing ALL of this >>>> Click HERE

PHONE GUIDE for **123GoGreen** >>>>>>>>> Click HERE

123GoGreen:

It's all About - Helping Others - by first, Building ...

TRUSTING RELATIONSHIPS

Relationship Marketing System

6-Steps to converting prospects to customers and advocates for your brand.





REVOLUTIONARY **MARKETING S-Y-S-T-E-M** - for BUILDING a <u>SUCCESSFUL</u> **MELALEUCA** HOME eBIZ!

(It's PROFESSIONAL! - It's <u>DUPLICATABLE</u>! - It's PROVEN! >>> Many Thanks to: Ed Bestoso + Chris Davidson!)

=> NOW - WHY NOT CONTACT <u>YOUR</u> ENROLLER => TO JOIN IN THIS MKT'G SYSTEM => <u>WITH US!</u> © <=