



‘123GoGreen’ Marketing System ...

Many [not all] on our TEAM uses the "123GoGreen" Marketing System -- which is a robust ONLINE, INTERACTIVE process (that is fully **Melaleuca** "compliant") - where both parties are on an APPOINTMENT - using their PHONE + COMPUTER, together - thus "avoiding" the need for lengthy Home / Restaurant / Hotel / Group Meetings.

It takes about 20-25 MINUTES to go through it (so, the APPROACH – using approved, and highly tested, phone SCRIPTS – and the setting up of APPOINTMENTS – should 'stress' that). The entire **123GG** process includes ... the full **Melaleuca** PRESENTATION (primarily, using the CHECKLIST + Videos, etc) ... some back-and-forth DIALOGUE ... the DECISION (Category **1**, or **2**, or **3**?) ... the FOLLOW-UP[s], etc.

APPROACHES

What follows are mostly approaches to the **W-A-R-M** market (those people you “already know” – i.e. family / friends, etc). And the “main” theme is create >>>>>>> CURIOSITY.

With the **C-O-L-D** market (those you “do not know [yet] – that you’ll get to later) – you’ll first, need to “get to know” them / build some rapport / trust / etc. Ok, let’s dig in - - -



Sample PHONE Approaches (Scripts, Written out):

I - PRODUCTS // CUSTOMERS

1-- “I have partnered with one of the top eCommerce Health and Wellness companies in North America, and they manufacture an entire line of products that are addressing today’s health concerns, such as diabetes, heart disease, weight loss, and more. We’ll have to get together for about 20-minutes, by phone, so I can share more!”

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2-- “I’ve partnered with an international Wellness Company, and I’m excited! I’m not sure if you’d be open to hearing about it, but I think it would be a great complement to what you are already doing. Would you like to hear some information about it?” –

Or, "I've aligned myself with a U.S. manufacturer, and I thought of you, because this could be amazing for you. I'd love to share this information with you, to see how it might benefit you and your family! When could we set up about a 30-minute phone chat?"

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3-- "Hi Jill, I was thinking about you the other day, and what you said about being in the hospital with John - because of another asthma attack. I don't know if you knew, but I've partnered with a company that specializes in helping people "get the chemical irritants out of their homes". I think this company could really help your whole family. Would you be open to a 20-minute phone presentation with me – so I can share the benefits of their products? And IF so, what might be a good time for you?

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4-- "Hey Bonnie, I've connected with an Online Shopping Club that offers exclusive Wellness Products - shipped to our door, at huge savings. I've been a member now, for ____ and wouldn't live without it! Only members can refer members, so I'd love to show this to you. We can do this over the Phone, plus our Laptops – it's interactive - and it takes only about 20-minutes. Would you be up to that? :>)

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5-- "Hi Nancy, I'm calling because I started a Home Business I'm really excited about! I honestly don't know if it would intrigue you or not, but I'd like to borrow you for about 20-minutes, so that I can explain exactly what I'm doing. OR, maybe you can point me in the direction of someone it would be a good fit for. Could we set up a time for a 20-minute phone chat?"

Products Approach => ON A MISSION!

Note - Here's a separate PDF - one that could act as a very "powerful" APPROACH, all by itself (although it's long) – or, equally as an information / education eDoc for YOU! >>>> [Click HERE](#)

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6-- "I'm a Marketing Executive, here in the [Denver] area, for an Online Wellness Shopping Club? This company specializes in helping people get out of debt – and improve their finances – by substantially increasing their monthly income – by putting in only about 5 to 10 hours of effort a week. I love what I do, and I'd love to tell you about too, at some point – IF you're 'open'? We would need only about 20-minutes, for an "interactive" session, using our Phones and Laptops".

II - Q&A APPROACHES

PRODUCT Approach ... "Hey (Joan), I saw that FB post about your son's eczema - poor little guy!! Just curious, have you ever tried Renew Intensive Skin Therapy? ((No, what is it?))

"It's THE BEST skin lotion I've ever used in my life. I actually work with the company that makes Renew. I don't sell it, but I can show you how to get it directly from the manufacturer... Let me know if you're curious. ((How could I get that?))

"You order Online, directly from the company. How about this, I'll call you later this eve and share some details. Will you be able to chat for 10-15 min tonight? ((Sure!))

BUSINESS Approach (Friend) ...

1-- "Hi (Sam)! I've got some exciting news - we definitely need to chat! When can we catch up for 10-15 min? ((*What is it?*))

"I just started marketing, part time, for a green manufacturer ... I'm looking for a partner to work with me and make a little extra \$ on the side. Thought of you because _____. Wonder if you'd be open to a quick chat - I think we'd have fun working together. Can we catch 20-min on phone so I can run the high points by you? Tonight or tomorrow? Let me know! ((*What would I be doing?*))

"Introducing customers to an Online Shopping Club, with all green/natural products. A little too much to text though - can we chat later? If it's not for you, no worries, but possibly worth a 20-min call to explore... how's 7:30? ((*Ok*))

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2-- Hey (Carl)! Quick question. I'd like to share something exciting I've been working on and get your reaction, but it's a little too much to text... could we possibly chat for 20-min? Maybe later tonight or tomorrow? ((*Ok*)) ...

"OK great! Look forward to chatting. I think you'll like this, but we'll see! I'll call you around 8?

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BUSINESS Approach (Acquaintance) ...

"Hey (John), Long time no talk.. everything good? ((*Yes - great! ... And You?*))

"Everything is good, thank you! We gotta catch up soon - but I'm actually reaching out about business ... I started a side business, in the health/wellness space. I'm looking for someone to partner with me part time, opening new accounts for the manufacturer I'm working with. I'd love for you to take a look at this, especially if you're open to another income stream (?) If you want to chat, let's catch 20-min on the phone and cover the high points. If not, no worries - just wanted to see if you're open to exploring! ((*What's the "time" commitment?*))

"Kinda depends on how much you'd want to put into it and get out of it. And it may not even be for you... But we wouldn't know that until you learn more.. It's just way too much to text. Can I call you tonight? 20-min max should do it (unless you have more questions/interest).

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HEALTH & FITNESS Approach ...

Hey Martha), Random question... you're into healthy living and fitness right? LOL ((*Yes, I'm into healthy living*))

"Well I just started working with a manufacturer that makes THE BEST green products and natural supplements - no joke. Not assuming it's for you, but I thought you'd want to know about this. ((*What is it?*))

"It's a really awesome Online Shopping Club.. far better than GNC/Whole Foods & half the price. Been around for decades but they only use word of mouth. Let's chat again soon!

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What's the COMPANY?

"Melaleuca.COM – it's based in Idaho Falls, ID. Are you familiar with it?"

Is this one of those MLM - PYRAMID things?

(1)- "LOL - heck NO! I would never be involved in one of those things [again]! It's an established manufacturing company that makes over 500 green & natural products. They are factory-direct - shop online and everything delivered. I've done my homework and I'm really impressed with this company. Products awesome, prices low. Not assuming it's for you, but I think it would be worth a 20-minute chat if you're open. You around tonight? Or maybe lunchtime tomorrow?"

(2)- (Disarm Them) "Oh, you mean those deals - that are really EXPENSIVE - HIGH PRESSURE - and that end up HURTING PEOPLE - leaving them with "maxed out" CREDIT CARDS - etc"? >>> YES!!

"Ok, I've heard of those things - I've seen those deals - I've been "involved in them - but, I am NOT A FAN of them - I DON'T LIKE them --- what I want to show you here is "completely DIFFERENT -- I'm just a SHOPPER - like you - and it's a really GOOD DEAL, for REGULAR PEOPLE - for SHOPPERS - just like you and like me!! - I think you'd really LIKE this Store - I think it would be really GOOD for you & your family - it certainly is for OURS!

"So, Instead of giving our money to the "wealthy" BIG BOX Stores (like Walmart / Target / Amazon) - I'm thinking it would be better to give our [hard earned] money to - a FAMILY OWNED // NORTH AMERICAN MADE // STORE - where basically, the "same" products are - Better / Cleaner / Safer / Less Expensive! Does that make sense"??

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3-- Can you "send" me some info?

"Definitely! But I'd still like to quickly touch base first so we'll know if this is even something you'd be interested in. It would be better for you to have a little context first, plus I wouldn't even know which info to send you til we talk. Can I call you a little later? 20-minutes should do it!

4)- Do I have to "buy" something - every month?

"They have a couple different kinds of membership, based on your needs - but let's not put the cart ahead of the horse... can we chat for 20-min later so I can run you through the high points?"

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Friend - Currently with an "MLM" ...

[Casting a line] ... "Hi (Dave)! Quick question: are you still with (company name)? ((Yes))

"Ok - gotcha. Well, I've been wanting to touch base with you... I'm actually working with Melaleuca, and honestly I am blown away. The group I'm with is using a system that is unlike anything I have EVER seen before! It really is the missing link between old school and new school. No in-home meetings, 1-1's, or live webinars and getting a 90% conversion rate with a 96% re-order rate. And - - -

it's SUPER duplicatable! Anyway, I'm assuming you're happy where you are, however if you're even slightly open to taking a peek, you have GOT to see this! Can we at least chat??

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Friend - No Longer with an "MLM" ...

"Hi (Bill)! How's it going? Question: Are you still with (company name) or are you building a business with any company right now? ((No, I'm not building anything right now))

"OK - gotcha. Well, here's why I'm asking. I'm actually working with Melaleuca, and I absolutely LOVE this company! The group I'm with is using this new system that is unlike anything I have EVER seen before!! No in-home presentations, 1-1's, webinars, or hyped up meetings. I didn't know what you were up to, if anything, these days... but I just had to reach out. I think you would enjoy seeing this system. Can we chat? 10-15 min to cover the high points. When can I reach you?

Sneak Peek at 123GG SYSTEM - Current or Former Customer ...

[Casting a line] "Hi (Paul)! How are you? So... there's a BRAND NEW system for introducing people to Melaleuca, and it's amazing! I have started using it and I really want to show it to you. It's web-based and video-driven, and we can work from home without having to do any in-person meetings. I remember when you started with Mela, your goal was to _____.

"I believe if we had this system, you would either be there OR you would be a lot closer. I would like to send you a sneak peek... It is 3 minutes plus some testimonials... do you have a few minutes now?

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Sneak Peek at 123GG SYSTEM - Prospective Partner ...

"Hey (Brian)! How are you? So, I just HAD to share this with you. I've been using a BRAND NEW system for introducing people to my company, and it is so amazing!

"It's an online, video-based system that lets people work from home without having to do any in-person meetings.

"It is the simplest, most complete and most duplicatable system I have ever seen!

"I'm not assuming you're looking for anything right now, but I'd love for you to see this... there's a sneak peek which takes 3 minutes plus some testimonials... do you have a few minutes to take a look?



Confidence & Certainty - in Approaching:

(If You're NEW - Why not simply BORROW KH's Story?)

-- Go to => <https://tinyurl.com/4vzc3jv7> (start at min. 8:15)

"I have a friend, in my Group (KH) who was a PLUMBER - he made really good money - but he "hurt his back" - had to find a way to "make money" - with his BRAIN, instead of his BACK. - - -

“Actually, he had been a SHOPPER with this Online WELLNESS CLUB - for (9) YEARS - where he and his family "loved" the PRODUCTS -- and that was "before" he even "decided" to look seriously at the BUSINESS & FINANCIAL OPPORTUNITY they offer!!

“Now, regarding his FINANCES - "since" then >>> WOW!! And I just happen to know exactly "what" he's doing - and "how" he's doing it ... and the "short" story is => he started PART TIME - but now - he's more than "replaced" his other income [from plumbing] - working "remotely" - from his HOME ... and with this - he actually found a way - to "work ONCE" - but get paid for a LONG, LONG TIME! - It's WILD - you gotta SEE this - I can SHOW you - when can we TALK?

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This alone, give us "so" much - CONFIDENCE - and CERTAINTY - when you either "say" this - or "send it out" [in an e-mail], etc! - This "is" how it [Residual Income] WORKS! ... It has been doing so, for many DECADES [via Melaleuca]!

So... the above ['borrowed'] STORY is "not" some EMOTIONAL OUTBURST - or, THROWING SOMETHING AT A DART-BOARD - or KEEPING YOUR FINGERS CROSSED! ... Instead, this is expressing >>> the TRUTH // FACTS // PROOF // EVIDENCE // the REALITY >>> that it "is" BETTER! >>> and this will "give" you that >>> CONFIDENCE and CERTAINTY >>> and not the F-E-A-R - as you ASSERT yourself in APPROACHING others!!



Please know that, as you do - your "current" CIRCUMSTANCES [financial / social / whatever] - they simply do NOT MATTER - as you might "look in the mirror" at yourself!! Always, always REMEMBER this!!

MELALEUCA H.O. & MANUFACTURING PLANT / USA





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