

# Phone Tips - Mental Checklist

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Before making phone calls ask yourself these questions

- Are they already someone else's customer?
- Are they using our types of products?
- Can they benefit if they use ours?
- Is there any way they can get hurt?

If you can answer yes to the first 3 questions and no to the last one, then why not make the call.

## Simple approach

"Has anyone ever talked to you about Melaleuca?"

"No what is that?"

"We are a billion dollar manufacturing company that supplies natural wellness products direct to consumers to protect our families and offers a fantastic business opportunity for those that are looking to add a second income to their household. When can we get together so I can show you our range?"

## Help approach

"I have just started a business and I need your help"

"Let's get together and I can show you what I am doing, you may be able to refer me to some new business partners so I can grow. What time works for you?"