

How to Circle Up and Close

Circling up with guests and closing after a presentation is a lot like bringing a hungry person into a restaurant, letting them see what's on the menu, and ringing up their order! Think of the ABC's like a 3-course meal at your favorite restaurant and you're simply helping a hungry customer select their order. Here are the ABC's to Circling-Up & Closing after a presentation:



A: Menu

Since you have guest(s) in your circle-up with you, that means you've already found out who's hungry & you've shown them the menu of what we have to offer:

"We always circle up at the end of a presentation to get our guests frequently asked questions answered and welcome them to the team. If you haven't heard yet we're usually able to help our new associates start earning income within their first 24 hours, does anyone like the sound of that?!! The 3 questions or concerns we always hear at the end of a presentation are usually along the lines of "Are you still willing to help me if: I don't have the \$, if I don't have the time, or if I'm not all that interested right now..."

The answer is, whether you have the money or not, time or not, or even if you're interested or not right now... We're still able to help you and the people important to you with our service and help you earn some extra income! We're going to fill out your forms, do most of the talking for you, and get people signed up for you. It's that simple!"



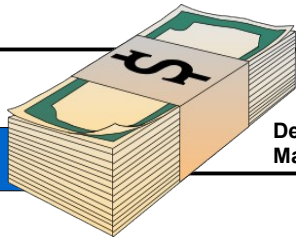
B: Order

Have someone ring up their orders, then repeat back their order: ("4-Part Close")

"All we need to know is:

- (1) How much extra income would you like us to help you earn per month starting out?
- (2) How many hours per week could you put toward that?
- (3) Within how many months are you hoping to reach that income level realistically?"

(4) *(Repeat their order)* "So if we could help you earn (1) per month, working (2) hours per week, within (3) amount of time, you're pretty much ready to get started?" *(Wait for Response)* "Great! Welcome to the team!" *(Handshake)* "Here's your paperwork. As soon as we finish your applications we're going to show you the "1st Steps" we're going to take together to start getting you paid and promoted right now & introduce you to your success team!"



C: Deliver

Deliver their order swiftly while hot! (Get them to SA & Manager RIGHT NOW: Have them Make a List, Introduce their Prospects to an Expert, & Move them to a Live Presentation).

"On the back of your membership application (gold side), jot down the 1st 10 people you'd like us to speak with for you, and then we'll tell you exactly what to do next!"