

## **How to Get Started script:**

*Celljetics makes it simple and easy to get started. There's a \$25 enrollment fee, but they waive that if you just purchase a starter pack with a couple products.*

*However, if you can swing it and want to make the most money, you can come in with a Builders Pack and that does three things for you.*

*#1 – You advance to the 1-Star level on day one.*

*#2 – You get paid at the Star-Maker level for 12 months on your Fast Start Bonus.*

*#3 – But most important, you qualify for a 25% Matching Bonus on the people you sponsor for 12 months... and you never know who you might sponsor.*

*Let me ask you a question. What pack do you see yourself wanting to start out with?*

*Great! All you need to do is go to (sponsor's) website, click on Join Now and that will take you to the enrollment form to fill out and choose your pack. You can pay with any major credit card.*

*I'm happy to stay on the phone with you now and walk you through the process. It's a piece of cake... and only takes about 5 minutes.*

## **Questions to check their Interest Level**

*#1 – "Is there any reason why you wouldn't take a leap of faith today and get started?"*

*#2 - "On a scale from 1 to 10 (1 being you're not at all interested and 10 being you're ready to get started today) where do you see yourself?"*

When people are interested, but not sure, it means one or more of the following:

- They don't know if they can do it, so they are afraid to fail.
- They don't understand something, so it's hard for them to make a decision.

The key is to find out what is holding them back. If they're an "eight" on a scale from 1-10, then ask, *"What else do you need to know to move to a ten?"*

Sometimes people just don't know what's holding them back or they are afraid to tell you. You'll need help them with their believe level and assure them they will be in business for themselves, they won't be alone.

**Tip:** Many times, they are concerned about what their spouse will think, or they got a negative response when they tried to explain it. It's always best to see if you can meet with both of them or have them both on the phone during the three way call with your sponsor.