

## **Script from a very special training moment with Jim Dragon at the 2006 Convention.**

Start by asking: May I ask you a question?

What's more important to you in your life right now, better health, or better wealth?

Better wealth? Okay, next question is, if you could pick between a lot of extra money or a lot of extra time, which would you pick?

Time is a very valuable thing, a lot Americans are thinking that way today...and if you ask them, they will lean toward time too, because they are making their money, but they are giving up their life to make that money.

Okay, the last question is, if you could, if things were to change in your life, from the way that they are right now, I mean really change, for the better, what one, two and three things, would you want to change right now...name them. Three specific things.

Okay, so time with your wife, extra money – to get the money thing off your back, and more time with your family, to enjoy your family and extended family?

So those are your most important life dreams right now? Do you have a plan to get those dreams? (No) So you don't have a plan B?

I am acting as a recruiter, with the largest health care company in Japan, and I have a plan for you, to make those dreams happen. It may not be what you'd choose, but it may be what you'd like. What I am doing is, I am acting as a recruiter and I am right now needing some recruiters to help me, and that is what I would like you to consider doing. And what our company is doing is spreading a concept called Wellness Homes throughout America. Homes that give life to people and help people to stay alive in their homes. And how we can start this whole process between you and I, is to take a Wellness Home Tour. And before you take the home tour, you need to know that the company I represent is one of the richest company's in the world. The fastest growing company ever in the biz history of Japan, and a company that reached a billion dollars faster than McDonald's did from zero to a billion. Okay? It's a very successful company. But our next step is a Wellness Home tour. Okay, so...all we have to do is figure out when you can come over the house, to take the tour, and I will explain the rebate program, how they are going to pay you for being a good recruiter, and, oh, by the way, the work that you are going to do, is the same as what I just did with you. Your job will be to ask the questions that I just asked you, and to find people that are looking to change their lives, that is all that you will be doing, is that fair?

**(What's next is a comment to the consultant that was being trained, and is not mentioned to the prospect at this point in the conversation)**

**What is your simple, duplicable system for building Nikken?**

This is the simple duplicable system to build your Nikken biz, wouldn't' you agree?

Now, I asked you one of the most important questions in Network Marketing History, but do you know what question it was? (Every person I have asked this question, missed the answer)

**May I ask you a question?** That question, as minor as it is, is the most important question because it gets you into a conversation, it puts you in the questioning position, it puts the person in the answering position, and you have gotten permission, from the other person, to ask a deeper or more probing personal question, they have already said it is okay. If you never ask that question, you will stay on a superficial basis with all the people in the world, and you will stay at

the rank you are right now. So, the grand change that you will see in your life is that, you will clearly see your Wellness Home tour as the main thing you are targeting toward, and how you are going to get to it is to start out with "May I ask you a question?" And then the three questions I ask after that, Health or Wealth, Time or Money, and then name three things you would really like to change right now in your life. What I did was pull your dreams up to the table top, let you look at them, let you own them, let you feel them, It was personal, right, and how many people have loved you enough to ask you those questions? Very, very few, if any. So, that is what a good recruiter does, that's what you will do, and that is how you will change from being where you are, to being a sponsor of people and a leader, you will really be a good recruiter that way.

Practice, practice, practice with people you know, and then when you do your wellness home tours, try to do them with another distributor, hopefully someone in your upland, who knows what they are doing, having two people talking as one, there is an 80% success rate, instead of a one on one which has a 20 percent success rate. If you give the tour alone, there is about a 20% success rate in Nikken, but if you give the tour with an upline, who is successful and excited about Nikken, chances are 80 percent that the person is going to make a positive decision.

Make a list and love the list. Lead with your strengths. Use your positives. Love those on the list enough to call them and say, this is my story...share with them. "You need to know what I am affiliated with, and we are doing wellness home tours. So, may I ask you some questions? And then you go right into the questions.

### **(More thoughts you will use with prospects)**

**Health or Wealth?** If they say health, then you say to the, please tell me, what are you thinking? Why did you say that? After they explain why they need better health, you say to them, "WOW, that's awful, would you be excited to know that this company is great at solving that problem? Once you see the sleep system that causes the body to recover from that, you would be amazed. I have a demonstration that within 15 minutes you will feel better when you come.

So you ask the question, and show the benefit.

So if they say wealth, you could say, "Tell me about that, has the lack of money been painful to you? What's going on in your life right now?" AND if they say, well, why are you asking, you say, "Well because, I am a recruiter now for one of the richest company's in the world. A large health and wellness company, a company that is making on average, 1 millionaire per month, and so if finances are a problem for you, and if you are tired of that, and if you want to do something about it and fight for it, then I have a Plan B for you. And then you go ahead and ask them the other questions. What is more important, Time or Money, and if they say, Money, you say, well you know...

And they you ask what three things would you like to change in your life, name them, 1, 2, and 3.

Next step is the wellness home. Tell them what the wellness industry is going to better your life for you. It will bring you the wealth that you need, and it is also going to improve your health, that you know you need. It is a perfect fit for you. So, is it going to be Tuesday or Thursday? Afternoon or evening?

To hear the actual conversation: <http://canb4u.biz/lifestyle/q.wma>  
Process over the Phone: <http://canb4u.biz/stevecrofoot/p.wma>  
About Wellness Home & Hurdles: <http://canb4u.biz/stevecrofoot/w.wma>  
Wellness Home Tour: <http://canb4u.biz/stevecrofoot/cl.wma>  
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