

	PHRASES IN PRESENTING	PHRASES TO AVOID	PHRASES TO UPSELL
YELLOW	<ul style="list-style-type: none"> » Most people I show this to love how it can help a lot of families. » Most people I show this to love how it can help bring your spouse home. » Most people I show this to love how it helps their kids dream. » Here is your chance to connect. 	<ul style="list-style-type: none"> » You must set a goal. » You can make a lot of money. » Just get 100 no's. » Don't take 'no' for an answer. » You need to build big. 	<ul style="list-style-type: none"> » This pack is if you want to help 'some' people. » This pack is if you would like to help a lot of people. » You'll help more people with the big pack. » How many people would you like to benefit?
BLUE	<ul style="list-style-type: none"> » Forget the details, let's focus on the fun parts » You'll enjoy this part. » This is the fun section, talking to others. » Look forward to having a ton of fun in this business. 	<ul style="list-style-type: none"> » You'll need to know all the details. » This is important, pay attention » Leveraging your time. » We have full training. 	<ul style="list-style-type: none"> » This pack is if you want to have 'some' fun. » This pack is if you would like to have a ton of fun. » You'll have a ton of fun with the big pack. » How many people would you like to talk to?
RED	<ul style="list-style-type: none"> » Interested in making more than your boss? » Here is the bottom line. » Want to get paid for how much you really do? » Are they paying you what your worth? » You will now be your own boss. » You can be #1. 	<ul style="list-style-type: none"> » You have to personally connect with the person first. » It's really about helping them, not you. » You'll need to become a great listener. » We want to bond with our prospects. 	<ul style="list-style-type: none"> » This pack is if you want to make 'some money, » This pack is if you would like to make a ton of money. » You'll make more people with the big pack. » How many people would you like on your team? » No one wants a small business.
GREEN	<ul style="list-style-type: none"> » Want to leverage your efforts? » Want to increase your tax deductions? » Figure out how this is the easiest way to add a second income. » Figure out how to get rid of debt so you can invest more. » Can easily see how much they'll make their first month. 	<ul style="list-style-type: none"> » You have to do this. » Get off your tail and get busy. » Just go out and meet a lot of people. » Start now, you can learn as you go. 	<ul style="list-style-type: none"> » Let's start the tax deductions today. » It just makes sense to join right away. » They've done the research, this just makes sense. » Let's get a head start on our business.