



Reaching out and sharing the L'BRI business opportunity is one of the greatest gifts you can give to others. There are so many people who would love to earn extra income in a flexible time frame. Think of all the people you know... friends, family members, customers, neighbors, business associates. Think about how they could benefit by becoming a L'BRI Consultant!

L'BRI Consultants who are successful at sponsoring start by offering the opportunity to EVERYONE at Shows, when they are out-and-about, at vendor events, anytime they have the chance. No pre-judging if they would be interested or not. They give the *Income Opportunity Flyer* to EVERYONE. (Be sure your contact information is on it.) If the opportunity does not seem to interest them right now, suggest they give the brochure to someone they know.

Successful Consultants also set up a time to get together with those who seem a bit interested so they can take a closer look at all the benefits of being a L'BRI Consultant and make an informed decision. If possible, meeting at the home of the sponsoring prospect is best.

How many customers are in your customer file? Do you know how each of them feels about the L'BRI income opportunity? Would it be helpful to find out? Obviously, the answer is YES! A great way to do that is to contact your customers by phone and offer them a chance to take a closer look at the business.

The following is a simple 4-point sponsoring phone script that you may find helpful:

4-POINT SPONSORING CALL

1. **Share the reason you are calling HER – the BECAUSE** – “I was thinking about you BECAUSE you love the product so much. I realized I've never really shared with you the income opportunity that L'BRI offers. You may want to consider sharing our wonderful products with your friends and family. You could make some extra money in a very short period of time.”
OR you can say... “I was thinking of you BECAUSE you recently mentioned that you are looking for part-time w
OR... “I was thinking of you BECAUSE you did such a great job being a L'BRI Hostess...”
OR... “I was thinking of you BECAUSE you know so many people...”

2. **Share the benefits of the L'BRI opportunity.** (Refer to the key points in the Income Opportunity Flyer, the Opportunity Booklet or the Opportunity Flip Chart.) You could say, "There are some great benefits of having a home-based business with L'BRI. It can offer you freedom and flexibility so you can plan your own schedule and work around the other important things in your life. You can also make some great extra income – \$500-\$1000 or more in just a few hours a week."

3. **Ask 2 key questions -**
 - ✓ "What would you do with an extra \$500 or more a month?" REPLY WITH: "I'd love to show you how L'BRI can help you with that."
 - ✓ "Have you ever thought about doing something like this?" LISTEN – Yes or No still means the door is open.

4. **Invite her to take a closer look** – "There are so many wonderful benefits of starting with L'BRI especially now because you could earn a free luxurious Trip. Before you decide, may I make a suggestion? Let's get together so you can take a closer look to see if it's something you'd like to try. If you find it's not for you, I'll just continue being your Consultant. Whatever you decide will be great. It will only take about 30 minutes to cover all the information you'll need to make a decision that's right for you. Are evenings or daytime better for you? I have tomorrow and Wednesday open. Which is better for you?"

You can have fun setting a goal to call a certain number of customers each day. You can even invite another Consultant to be your sponsoring buddy. You can share ideas and results, give each other support, and enjoy a little competition.

Who can you call today?