

GETTING 3-DAY TRIAL CUSTOMERS WITH SOCIAL MEDIA

- How this works
- What to post
- How to respond to people's comments or messages
- How to take payment for the trial pack
- What trial pack to recommend
- Add the new person who bought the trial into the 3-day trial telegram group chat
- Follow up with your 3-day trial client and place them in the chat.
- Conversion statistics that are possible for you

HOW THIS WORKS

- - The method is to use one of our 3-day trial flyers that we premade. You will post this on your Instagram or Facebook to create engagement of people wanting to try the Herbalife products for 3 days. This will generate people commenting with an interest to get started or messaging you. The reason this is such a great method for getting customers is that the 3-day trial is less the 20 dollars to open the door for someone to try our products. Once they like the products after the 3 days they can hop on a normal program from you. They can even join our 21-day challenge!

WHAT DO I POST?

- We have made this super easy. All you have to post is 1 of the 4 flyers we have created. The flyers will be uploaded in the 3-day trial section of the training materials. You can also see them at the end of this presentation. Be sure to tell people to message you if they are interested. Remember you can post the flyer on your Facebook and Instagram! Be sure to do normal posts and story posts of the flyer!

HOW TO RESPOND TO PEOPLES COMMENTS/MESSAGES FROM THE FLYER POST

- This is the exciting part! Time to get some clients. Once someone messages you with interest or comments be sure to send them this script below:

Hey _____, thank you for showing interest on my post about the 3-day trial. Let me ask you a few questions.

How serious are you about losing weight right now?

Client responds...

Awesome, How much weight would you like to lose?

Client responds....

Great I'm excited to help you, what have you tried recently???

Client responds...

Ok cool, what do you think the reason was it wasn't working for you?

Clint responds...

Ok, so tell me _____ why do you want to lose weight?

Client responds...

Ok lets get you started! Our 3 day trial is 3 full days of our program! That's 2 healthy meal shakes a day and our healthy energy booster. It also comes with a meal plan guide and its 20 dollars. I take vemo or propay how would you like to pay?

HOW TO TAKE PAYMENT FOR THE TRIAL PACK

- This is very important. As you have learned throughout or training system that when you get a customer you have them order the program online from your website. We recommend that for the 3-day trial you don't do that because its too complicated for the person to go and make an account on your website just to order a 3-day pack. Its much easier for the customer to just pay you 20 dollars on Venmo or some other type of money transfer app. If you have a 3-day trial pack on hand you can ship it to the customer yourself at the post office. Or you can have it shipped directly to the customer from logging in to your Herbalife member account. Remember to document the receipt yourself because its not ordered on your website. Its all about making it simple to close that sale.

Follow up with your 3-day trial client and place them in the 3-day customer support chat

- The first step is once your client has ordered the trial to add them into the 3-day customer support chat. When you add them make a statement saying I would like to congratulate Joe for starting his 3 day trial. This chat will give them a lot of support and inspiration! Be sure to have them txt you the day the trial arrives so you can make sure they use the trial the right way. And follow up every day to see how they are doing. This is crucial that you follow up. Once they finish the trial its time to turn them into a full customer! They can just be a customer or join our 21-day challenge to have a chance to win some money and prizes!

What are the numbers???

- The numbers are as you follow up: That if you get 40 of the 3 day trials out into the market place per month, you will convert 25 to 20 of these people into full retail customers!
- If you are super part time, try to get 10 trials sold per month
- If you are part time, try to get 20 trials sold per month
- If you are full time, try to get 40 plus trials out per month

High resolution images on the folders in the challenge section

**I AM SENDING OUT
20 MORE HERBALIFE
3 DAY TRIALS!!**

EACH ONE INCLUDES:
6 COOKIES N CREAM SHAKES
6 ENERGY BOOSTERS

WHO WANTS ONE?

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HI FRIENDS!

**I AM SENDING OUT
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TO HELP PEOPLE TRY OUT
OUR PRODUCTS AT HOME**

EACH ONE INCLUDES:
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WHO WANTS ONE?

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