

# PIQUE INTEREST QUESTIONS

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**THIS IS IT TEAM**  
**YOUR BEST YEAR EVER**  
**VIRTUAL CONVENTION**

# PICK ONE TO START THE PROCESS WITH YOUR PROSPECT.



1) "What do you know about stem cell technology?"

2) "What are you doing to slow the aging process?"

3) "Have you heard about stem cell reactivation?"

No matter what their response is...  
"I just partnered with a company that invented a patch that activates dormant stem cells in your body"

**IF THEY BEGIN TO ASK QUESTIONS,  
REMEMBER, FACTS TELL, STORIES SELL!**

**GIVE THEM A TESTIMONY.  
YOURS OR SOMEONE ELSE'S.**

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# YOU COULD ALSO ADD DURING THE CONVERSATION...



“Stem cells are the building blocks of the body. They change into cells in any of our organs to repair damaged tissue”



“By the time we are 30, half of our stem cells become dormant. By the time we are 60, 90% of all stem cell activity ceases!”

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Text them  
**ThisIsItInfo.com**  
to answer any further questions.  
Tell them to take a look  
and call you back tomorrow.  
(If they do not call you back, call them!  
After 24-48 hours, the effectiveness of the  
process diminishes exponentially.)

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# WHEN THEY CALL YOU BACK, OR YOU CALL THEM, THIS IS YOUR QUESTION TO ASK THEM:

- **“What did you like best about what you saw?”**

Don't say: How did you like it, or what do you think?

- No matter what they say, you say, **“Exactly”**, or **“I can relate to that.”**
- Then invite them to a live Zoom (refer to [www.thisisteam.com](http://www.thisisteam.com) for complete schedule).
- Do not get into back-and-forth conversations. This is the first step in the recruiting process.
- **Also, if in their presence, patch them! If you get a positive response from them over the phone, mail them patches! The amount depends on the prospect.**

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# REMEMBER,

*Note: Keep in mind, that this is just a guideline for you to use. There may be instances where you will not need to do certain steps. Have fun, try to be as natural as possible, and think about the prospect that you are trying to relate to and determine the steps needed.*



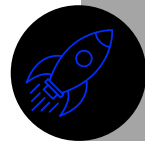
**\*LESS IS BEST. DON'T GIVE A PERSON A DRINK OF WATER WITH A FIRE HOSE.**



**\*WE DON'T SELL, WE SORT FOR YESES.**



**“PEOPLE ARE MORE MOVED BY THE HIGHT OF YOUR ENTHUSIASM THAN THE DEPTH OF YOUR KNOWLEDGE”**



**\*CHECK WITH YOUR UPLINE AND DETERMINE THE PROCESS THEY PREFER FOR 3 WAY CALLING, AND EDIFY,EDIFY, EDIFY!!!!**

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THE BEST TO YOU AND HAPPY  
PROSPECTING:

REMEMBER, YOUR JOB IS TO SORT AND  
SEND THROUGH THE SYSTEM.

PUT A LOT OF PEOPLE THROUGH THIS  
SYSTEM AT THE SAME TIME!!

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