

How to Share MONAT®

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START THE CONVERSATION

Starting the conversation can be as simple as saying "hello." Build relationships and represent the brand consistently in person and on social media every single day.

CONTACT LIST

LET'S GET SOCIAL

LIST OF PROSPECTING TOOLS

WORDS TO SAY

VIDEO

2

IDENTIFY THE NEED

Get to know the people you are connecting with, and build relationships by listening and asking curious questions. Their need could be product-based, financial, or something else.

WORDS TO SAY

VIDEO

3

SHARE SOLUTIONS

Demonstrate and share solutions with individuals or groups that meet their product, financial, or other needs. We have tools to help online, and your sponsor/team can support too!

HAIRCARE RECOMMENDATION GUIDE

SKINCARE RECOMMENDATION GUIDE

DIGITAL MEET MONAT HANDOUT

WAYS TO EARN

WORDS TO SAY

VIDEO

4

ADDRESS QUESTIONS & CONCERNS

Invite questions or concerns and receive feedback while you grow relationships. When you say, "I understand," and they truly feel heard, you can offer a solution that moves them closer to YES! Our tools, along with your team or sponsor, can help.

OVERCOMING OBJECTIONS

VIDEO

5

SEEK COMMITMENT

ASK if they are ready to get started. Be confident in all we have to offer, and always focus on what's in it for them. Invite them to join us!

WORDS TO SAY

VIDEO

6

FOLLOW-UP

Stay connected! If they say yes, you'll begin the onboarding process. If they say, "No, not now," ask for permission to follow up, and do so consistently. Your follow-up will bring them back to you when they are ready.

WORDS TO SAY

VIDEO

Share MONAT today and every day!