

# HEALTHY LIVING FOLLOW UP QUESTIONS?

## 1. WHAT DID YOU LIKE BEST ABOUT WHAT YOU HEARD/LEARNED?

This shows greatest need, what part of the program they valued  
(THIS is your place to focus)

## 2. WHAT INTRIGUED/SURPRISED YOU THE MOST?

Reveals their need/interest

## 3. WHO DO YOU KNOW PERSONALLY THAT COULD BENEFIT FROM THE HEALTHY LIVING PROGRAM?

This gets them thinking about who they would want to join them. Tells you to proceed - individual boot camper - a duo - host - future Consultant who wants multiple people to hear the info

## 4. ON A SCALE OF 1-10, WITH 1 BEING, “SIGN ME UP . . . “I’M READY” - WHERE DO YOU SEE YOURSELF?

This shows the next steps . . .

1 - 4 . . . Sign them UP! Book a tasting and ask who do you know that needs/wants to do this with you? Who will your accountability partner be? THINK REFERRALS!

5 - 7 . . . Not ready - Book a tasting to hear more and invite a few - Suggest they start small (replace breakfast with a shake/coffee with fizz/add in Digestion Plus)

8 - 10 . . . Work thru hesitations (timing? money?) - Book an event and keep sharing with them - Invite to next Healthy Living Event