

PREFERRED CUSTOMER LIST

Create a preferred customer list of 20 names. These are people who you would like to introduce the product to. These could be people who have health challenges or those people who you know who are health conscious.

1. Sign up for www.bionutrition.org
2. Review protocols and then call your potential preferred customer
3. Say something like this "I found something that I think may help you with your health". Or, "I know you have been suffering from (insert any health challenge) for a long time and I just ran across something that you might want to take a look at. Let me confirm I have the right email address"
4. Then email protocol.
5. Follow up to get them started – to ensure autoship say this exactly "I am happy you are going to use the products. What I want you to do is to commit to take these products for a minimum of 90 days because your body did not get this way overnight (nodding head while talking) so what I am going to do is set it up so that these products are delivered to your door every 28 days, you don't have to call up and order them, you don't have to do anything and for that you are going to get an extra 10 % off. Now I need your name, address, phone number, email, your method of payment and your order"
6. Begin everybody with essentials or health pack and appropriate optimizers based on the protocols.
7. Say this; "Now, let's do a quick health assessment. How are you sleeping? Any aches or pains? How's your energy?" Write it down on a piece of paper. Date it, put it in an envelope and seal it for 90 days.

	NAME	PHONE	HEALTH CHALLENGES
	Example: Sally Smith	(407) 555-1212	Diabetes
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