OPPORTUNITY SCRIPTS

If you're reading this then we can only assume that you want to grow your team. You go girl! Basically, we support you 150%. We've put together several scripts that will help you bring up the Red Aspen opportunity with different people in your life. Text, email, call, message, post... just be sure to make these scripts your own so we don't look like a group of talking robots and end up in Facebook jail.

Red Aspen

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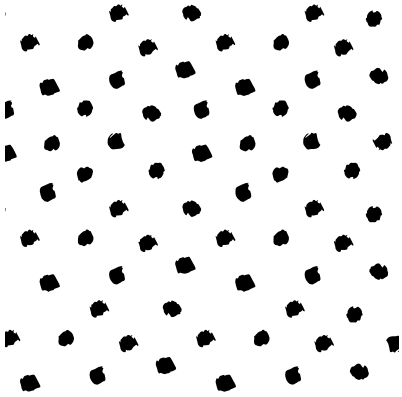
SPONSORING CONVERSATION TIPS

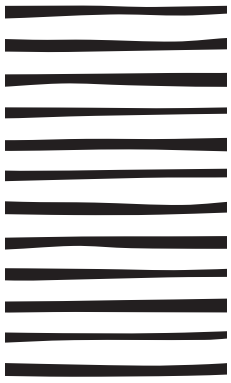
PRACTICE MAKES PERFECT

Practice sponsoring conversations with your Sponsor or a fellow Brand Ambassador.



LISTEN TO CUES THAT TELL YOU HOW RED ASPEN *MIGHT FIT INTO SOMEONE'S LIFE.*

Did your friend just mention that she's saving for a vacation? Hmm... enter Red Aspen.



BUILD STRONG

RELATIONSHIPS WITH YOUR CUSTOMERS.

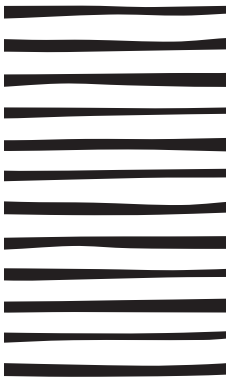
Your customers already love Red Aspen. Build great relationships with them and help them take the next step with Red Aspen when they're ready!

SPONSORING CONVERSATION TIPS CONT.

"NOT RIGHT NOW" OR "I'M JUST REALLY BUSY" *RESPONSES ARE NOT "NO'S."*

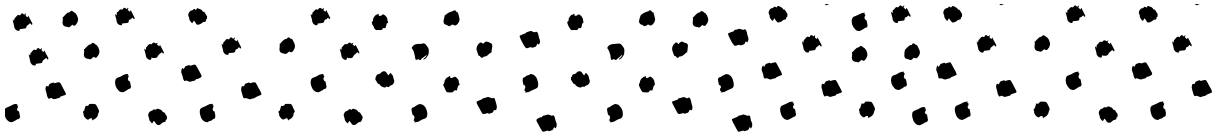
THEY LEAVE THE DOOR OPEN FOR OTHER KINDS OF ENGAGEMENT.

- Ask if they'll support you by following your business page or sharing an online pop up.
- Ask if you can follow up with them again in six months or a year. Mark your calendar to ensure you remember to reach back out.



KEEP AT IT!

The more sponsoring conversations you have, the more comfortable you'll become sharing the opportunity. Rome wasn't built in a day, my friend!



SCRIPTS

GOOD FRIENDS

Your good friends are good friends for a reason, right? YES! They lift you up and want you to succeed, and you want the same for them. That's what makes them great additions to your team. No one knows your good friends like you do, so be sure to adjust these scripts as needed.

OMG you're never going to believe what I just did! I can't really believe it myself. I bought a Red Aspen business kit. It actually looks like a TON of fun, I think you should do it with me.

This is going to sound wild, but I think you should join Red Aspen with me. It's a new company, so there's tons of potential. I think we could create a killer team.

Can I ask you a favor? I just joined Red Aspen and I want to start building a team, but I REALLY need to practice my pitch. Will you listen to it before I do it in real life and give feedback?

Hey! I don't know if you know this or not, but I'm a Red Aspen Brand Ambassador. I've decided to work on taking my business to the next level, and I want to grow a team. Can you think of anyone I should talk to that might be interested in joining? HINT: I really want you to be interested because you're amazing :).

I set a goal for myself last night. I want to (travel, spend more time with my kids, pay off bills, meet new people, etc.) and I'm going to make it happen by growing my Red Aspen team. Do you know anyone that might be interested in doing this with me?

Alright, I'm super excited. I just joined Red Aspen and I want to build a team. Can you think of anyone that might be interested?

SCRIPTS CONT.

BEAUTY INFLUENCER

Beauty Influencer = gold mine. They already have detailed knowledge of Red Aspen, they've seen you in action, and chances are good that they've already thought about joining. We recommend following up with your Beauty Influencer before their pop up closes to see if they are interested in joining. Here are a few ideas to get that conversation going.

(NAME), your pop up was so much fun! You have a great group of friends. Before I close your pop up I wanted to run something by you. You are such a magnetic person, and I think you'd be a great addition to my team. If you join today then I'll flip your pop up, meaning you'll get the commission from the pop up, the Beauty Influencer points, and we can count it as your launch pop up.

I hope you had a great time at your pop up! You were such a wonderful Beauty Influencer, and I think you'd be an equally fantastic Brand Ambassador. In fact, I'd love to have you on my team. You should seriously consider signing up.

(NAME), your pop up was so much fun. If you decide to sign up, please keep me in mind as a sponsor. I'd love to have you on my team!

Alright, *(NAME)*. Let's talk about how I can get you on my team. Your pop up was so much fun, and I think you'd be a great Brand Ambassador. Have you ever thought about signing up?

Can you guess what I made on commission on your pop up? It was *(AMOUNT)*. You should totally sign up and come do this with me. You'd be SUCH an amazing team member.

SCRIPTS CONT.

REPEAT CUSTOMERS

You know those customers that buy Red Aspen over and over and over again on a regular basis? Why not follow up with them and see if they are interested in joining? Perhaps they've never considered the opportunity because it hasn't been presented to them. Feel free to adjust these scripts as necessary.

Hey, (NAME). You are one of my best customers, and I can't think of a reason why you wouldn't join Red Aspen. You obviously love Red Aspen products, and you are a BIG supporter of mine, so why not join my team?

Girl, you are obviously a Red Aspen addict. Have you ever considered joining?

You are one of my best customers. You should consider joining! Your monthly sales could pay for your products, plus you would LOVE the business kit.

FRIENDS, COLLEAGUES & ACQUAINTANCES

Think of someone that would love to hear from you, but you also don't talk to regularly. That person falls into this category. These relationships are GREAT to leverage because you don't need to make a formal introduction and you have an established relationship. Trust us, these people want you to succeed and will be happy to hear about the Red Aspen chapter of your life.

At the risk of this sounding really salesy, I think you should join my Red Aspen team. Have you ever thought about doing something like that? I think you'd be really good at it.

Do you have some time this week to chat? I've always thought the world of your abilities, and there's something I'd like to run by you. My Red Aspen team is growing, and I don't think it will be complete without you. You are absolutely one of the missing pieces! I know that together we could do really great things. Let's chat?

I've been thinking about you a lot lately. Last time we chatted you mentioned that you were looking for (MORE FLEXIBILITY, FUN, SOCIAL ACTIVITIES, EXTRA CASH, ETC.). I've been exactly where you are, and I ended up starting a Red Aspen business. If you're interested I'm happy to share my experience with you!

You're one of those people in my life that I've always thought could do anything, and do it really well. You've got a talent that I really want to tap into and learn from. I own a Red Aspen business, and I think you'd be a perfect fit for my team. I know that we would work well together and could do big things. Do you want to chat about it more?

Hey! I have something to tell you, and I'm going to do it in the least cheesy/ salesy way possible. I think you should join my Red Aspen team. You have the perfect personality for it, and I think you could do really well. Checkout my website, think about it, and let's connect. Here's my website link: (INSERT WEBSITE LINK)

SOMEONE YOU HAVEN'T TALKED TO IN A WHILE...

PERHAPS A LONG WHILE.

Long lost childhood friend? High school acquaintance? Ex's sister's best friend? These people make some of the BEST additions to your team, but it may seem inauthentic if you send them a join message out of the blue. Establish a relationship with them before you talk about joining. You may not even bring up the opportunity during your first exchange. You'll know when the time is right. Here are a few conversation starter examples:

Hey, *(NAME)*! It's been forever. I hope that you're doing well. I must admit that I Facebook stalk you from time to time, and *(INSERT SOMETHING PERSONAL ABOUT THEM)*. Anyway, I just wanted to say hi and see how life is treating you. I'd love to connect and catch up some time.

(NAME)! Wow. It's been forever. You just popped up on my news feed and it made me want to say hi. I hope you are doing well. XO!

Hi, *(NAME)*! It's been too long. I see your posts on Instagram all the time, and I always make a mental note to reach out and say hi. So today is the day. Hi! I hope you are doing well and that you're getting everything out of life that you'd hoped for. Have a great day :).

SCRIPTS CONT.

FRIENDS OF FRIENDS

So your out of state cousin gave you the name of her coworker that would be a great fit for Red Aspen? BOO YA. So... what next? Here are a few scripts to help you in this situation. As always, be sure to make these your own!

Hi, *(NAME)*. My name is *(YOUR NAME)*. I got your information from *(SOURCE)*, and they told me that you might be interested in the Red Aspen business opportunity. If you're up for it I'd love to share some information about Red Aspen with you. It will take less than ten minutes. There's no pressure to join, and I promise I'm not an over the top salesy type of person. I'd love to chat with you. Cheers!

Hey there, *(NAME)*. I'm *(YOUR NAME)*, and *(SOURCE)* pointed me in your direction as someone that might be interested in joining Red Aspen. I'd love to talk with you about the opportunity, and I can do it in as little as five or ten minutes. (SOURCE) said so many nice things about you, so even if you're not interested in joining I'd love to just meet you. PS- I promise I'm not a horrifying/ scary/ pushy sales person!