

DIFFERENT WAYS TO MEET WITH PEOPLE FOR PRESENTATIONS

In our world of mass media, and with technology changing every day (or at least it feels that way), we have virtually unlimited ways to meet up with people when we are ready for sharing or following up with our sharing of Mannatech materials. Here is a list of many of those different ways. The best way is the way your prospect will feel most comfortable with you honoring their time. So, offering a couple suggestions when you are setting up the date and time is being courteous to them and their desires.

- 1. Phone call** (limited as to visual so perhaps send them something in advance to review).
- 2. Meet up at say a Starbucks** (pick some place convenient to your prospect; always choose a place taking into account the noise and distractions you may encounter).
- 3. Lunch or dinner** (sharing over food has some limitations but is fun, and it allows for more interaction. You can actually showcase how to do cold market prospecting with the waiter as well; again, be aware of choosing "off-hours" to avoid noise and distractions).
- 4. Zoom** (this is a great tool whereby you can hook up on the internet and see each other as well as share videos or materials on your computer screens). To learn more, go to zoom.us.
- 5. 3-way calls:** Plan these with your upline so they can do the presentation as you sit back and learn.
- 6. Facebook Messenger:** You can interact with someone face-to-face, and do a live presentation while showing them materials/products.
- 7. "TNL" broadcasts at your home:** Every 2nd and 4th Tuesday of a month, Mannatech broadcasts a live Opportunity Presentation from corporate headquarters, called Tuesday Night Live, or "TNL". You can live stream that onto your TV through connecting your TV to your computer.
- 8. Group webinars:** Plan to do a team prospecting webinar over a Zoom or live broadcast using a Mannatech video such as "My Life My Terms." This allows for Q and A after it is over and more interaction.
- 9. Group meetings:** These would be where you schedule a group to meet at your house, or at an outside facility like a hotel or church or whatever is typically used for bigger crowds. Downside is the cost of renting a facility needing to be offset by charging at the door. Upside is large crowds add validation to whatever you are presenting.
- 10. Corporate meetings:** If you have any people near to Mannatech's corporate offices in Flower Mound, Texas, invite them for a Tuesday Night Live or a Saturday Training. Always know other local Associates will make them feel welcome and help you in closing them.

This list can go on forever; the only thing holding you back is your own creativity. The most important thing is to get out and share the great opportunity of achieving better health and greater prosperity through a terrific experience with Mannatech.