

## FINDING YOUR "I CAN" PARTNER EACH MONTH

*The most important thing you can do at the beginning of each month is to set your clear intent to find just the right partner this month who is looking for and maybe even praying for a way out of financial stress, someone who is also very interested in staying healthy.*

*There are literally millions of people who would be SO grateful to know about "I Can" and have the opportunity to participate.*

*The mysterious Life of which we are all part knows you and knows where these people are and knows how to bring you together for someone who will be very grateful for the chance to partner with you.*

- 1. Set your intent to find that person EASILY this month;**
- 2. Stay open to receiving;**
- 3. Write down the ten people you will contact;**
- 4. Call them all in the first week of the month;**
- 5. Ask everyone you know and talk with who they know who might be interested in "I Can;"**
- 6. Be sure to make follow-up appointments and keep them carefully.**

**Remember – you are only looking for one!**

*It can also be very helpful to keep asking within or praying to see clearly any thoughts or feelings that could be obstructing your own ability to trust and stay open to receive. We can deal together with any issues like this on our "We Can" support calls.*

### Ways You Can Find Your "I Can" partner

1. Think of the small businesses near where you live that might be facing difficult times. Go in, ask how the business is doing, how long they've been in business, what inspired them to start the business, and what their biggest challenges are. When you have listened to the person you are talking with, say, "I don't know if what I'm about to share with you would be of interest, but if it doesn't make your heart sing with gladness, perhaps you can think of someone else who might really benefit.
2. Go through your present and old address books and Christmas or Hanukkah card lists.
3. Put the "I Can" advertisement in a local paper or trade journal.  
Under "Business Opportunities" "Seeking individuals willing to make a 12 month commitment of 10 hrs a week to build solid wellness business through unique team system. Email (your email) for full info.
4. If you are a parent, contact other parents from your children's school and activities.
5. Go to [www.meetup.com](http://www.meetup.com) and start a new meetup group in your area to earn real income from home.
6. Contact people who are looking for a home-based business through [www.buymleads.com](http://www.buymleads.com) . What I like about these leads is that you can get as few as 20 at a time of "surveyed leads" that give you the exact date and time when the person filled out their form on the website, how much the person wants to earn, how many hours a week they want to work, and how much they want to earn. You can also specify the location of the leads by time zone, zip or area code and gender.

## Ways You Could Approach these Various People

### Invitation Tips:

1. Keep it short and simple. Avoid going into detail – that's for later, if they want to know more.
2. Keep it natural and authentic to you.
3. Letter/Email tip:
  - Start with a brief, personal comment that will be appropriate to your relationship.
4. Phone tips:
  - ALWAYS ask if it's a good time. If there is ANY hesitation on their part – set a time to call back. You want their undivided attention.
  - After the Qualifying Question: **STOP!** BE QUIET and wait for their response.
  - If they ask questions, tell them you'll email an overview and a 7-minute recording they can call to get an overview. Tell them you'll call back tomorrow to see if they want to know more. If they do, you'll email them more information.
  - If they're local, you may or may not want to watch the DVD (comes in the starter kit) with them.
  - OPTION: Please don't say yes just to be nice to me. Only ask to know more if you really have interest in doing so.
5. If the prospective partner is not interested, THANK THEM for being honest with you. Always ask them who they know who might want to know about "I Can."

### Sample Invitation

#### WHY I'M CONTACTING YOU

You've been on my mind – and I want to run something by you...

**Phone:** Do you have a couple of minutes?

#### WHAT'S IMPORTANT TO ME / WHAT I WANT

Okay – You know me – now that I have Cozette, I know I've got to take care of my health so I can take care of her – and it's also really hard for me to go to work every day -- I'd much rather stay home with her.

#### WHAT I'VE FOUND

Well, now I've found a way. My friends at work told me about a nutritional program, and I've been taking it for a while. It's not cheap because it's really high quality – but I'm feeling better and sleeping better, so it's worth it to me.

Now they've told me about a way that I can follow a specific plan -- 6-10 hours a week for 12 months – and at the end of that time, I can be making a residual income of at least \$2000 - \$6000 a month.

#### WHAT IT'S GOING TO MEAN TO ME

Can you imagine what that's going to mean to me? I'll be able to quit my job and be a full-time Mom. And it feels really good to me because I can also help other people get healthier and be able to afford the things that they want in life.

So for me, it's a great fit. I believe in the products, I'm getting a lot of support from some people I really like. And it's great to know that in a year, I'll be able to make choices in my life without having to worry about not having enough money.

### **WHY I THOUGHT OF YOU**

Okay, so in this program, I can only work with one new partner each month, and that means I have to be selective. I thought of you because you're a great person, we get along well, and I'd enjoy teaming up with you. You're dynamic, smart, you get along well with people, and you follow through on your commitments. And I also know you care about your family's health. (Option: "your family's future")

### **INVITATION TO LEARN MORE**

So -- I'm definitely going to do this -- but **you're** the only one who can decide if it would be a good fit for you.

*Optional - If you're comfortable asking:* I'm curious, though. What would you do with an extra \$2-6000 a month?

### **TAKE AWAY ANY PRESSURE**

Whatever you decide, you're not going to hurt my feelings. This might or might not be a fit for you at this time.

### **QUALIFYING QUESTION**

**On Phone:** So -- what do you think -- does it sound like something you'd want to know more about?

**(STOP! BE QUIET and wait for their response.)**

### **IF YES,**

Email them the business introductory letter and call back the next day.

The next day, if they want to know more, then email them the follow up letter with links to your I Can too website and the "I Can Plan for Financial Success." Ask them to check out the links.

Make an appointment to call them back in 1-2 days.

When you call again, ask, "So what do you think?" And listen to everything they want to tell you. You do NOT want to try to convince them of anything.

Be sure to ask "What questions do you have?" And answer everything carefully, emailing them another system document whenever possible.

Keep drawing them out to say more about this or that. Listen for the meaning in between the words. If you feel any hesitations of any kind, ask them about it. "It seems that you....., what am I hearing? Could you help me understand how your thinking is here?"

Please bear in mind that the very last thing I want to do is to push or convince you in any way. I am only looking for one person this month who can hardly believe their good fortune that this opportunity has knocked at their door and are completely available to a 100% commitment.

What would it take for you to be at that point? (Listen very, very carefully. Once they have answered fully and are silent. Draw them out to put everything on the table.)

If they are at this point, then “When would you like to get started?”

If they are ready now, go to the Registration documents section of your ‘I can’ notebook and follow the procedure for getting them registered with Mannatech. If now isn’t a good time, make an appointment.

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Here is another way to do it:

“I’m involved in a one-year program called “I can” that might or might not speak to you. You know how everyone’s disposable income is being squeezed these days? Well, “I can,” solves the disposable income challenge for every participant. In only 6-10 hours per week and working together in small teams of two to four people with a precise system that everyone commits to following, each participant will be earning at least \$2,000 a month by the end of the year.

Is that something you might like to know more about? If not, you certainly won’t hurt my feelings!

It’s just that the program is so deeply good and the company behind it is so outstanding – I’ve been with them for more than \_\_\_ years - that I’m giving everyone I think could benefit and could do it, the chance to have a look.

Would you like me to send you an email about it that will give you a 7-minute information line you can call?

(If yes). Great, I’ll send the email and check back with you tomorrow to see if you’d like to know more.

### **A Good Way to Approach the Surveyed Phone Leads**

*You want to give the person confidence that you are a responsible, high-integrity person. I am always willing to give them my phone and address right away, because I have theirs. You want them to feel at ease.*

My name is \_(first and last)\_\_\_\_\_ and I’m calling in response to the form you filled out online on February 6 saying that you’d like earn \$5,000 a month from home working 10 to 20 hours a week. I got your details from the company whose website you visited. I live in \_\_\_\_\_.

Are you still looking for this opportunity, and is this a good time for you?

*If yes, then you want to give the person the chance to tell you about them. Listen very carefully and draw them out a little. This not only opens a dialogue and the beginning of a relationship, it also will let you know whether or not this person could be the one person you are looking for. You want to disqualify anyone who isn’t.*

How did you decide to start looking for a home based business?

What is most important to you in choosing a business?

*(If they don't know what you mean)* Is it the people you would work with, the support and training you would receive so you could be successful, or the type of company and the products?

*Listen very carefully. Draw them out if they seem to be someone you might like to work with.*

*When they have finished:* Would you like to know a little about my opportunity?

*If yes:* I'm deeply committed to a one-year, part-time program called "I can" that mentors and supports participants in earning at least \$2 to 6 thousand dollars a month by the end of the year. It works through a company I've been involved with for \_\_\_\_ years, that's been recognized both by Business Week and Forbes Magazine for its quality products and strong business growth.

"I Can" works because of its precise system that everyone commits to follow and because every participant is supported through teams of four people in staying involved, accountable and successful.

"I Can" was conceived to help participants create financial security in their lives and to be able to afford to take proactive measures to stay healthy like supplementing the nutrients missing from our food, eating high quality food, drinking the best water, and being able to get massages and acupuncture or chiropractic treatments when you need them.

Every participant has two responsibilities:

1. Find one new committed "I can" partner each of the 12 months of the program;
2. Take two packets of Mannatech's supplements to replace nutrients missing from your diet. This \$100 expense every 28 days is covered by the program after the third month.

In addition, in order to insure all partners meet their monthly commitments you will serve on Teams throughout the 12 months for support and accountability.

To me, what is unique about "I can" is its commitment to the success of every person and how good the system is.

From what I've said so far, how interested are you at this point in finding out more about "I can"?