The McNelly Training

Q.I. Filtering System

- The Q.I. List Builder
- The Q.I. Invitation
- The Q.I. Interview
- The Q.I. Meeting
- The Q.I. Followup
- The Q.I. Getting Started

HOW TO INVITE TO & HOST A MEETING pg 1

I think the hardest thing for a potential prospect to do is to not be suspicious or feel uncomfortable coming to meeting that you have invited them to whether it's in your Home or at a Conference Center. So it's important to explain to them what to expect and what's going to happen at the meeting, set up the right attitude before they come to the meeting and to have an positive & professional environment for a successful meeting.

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1. Here's the Next thing we Need to do

At the end of the Q.I. INTERVIEW you asked them if they related to at least 2 of the 6 Topic covered and they tell their 2 relating points it's now time to transition into the MEETING INVITE by saying, "Here's what we need to do next, I want you to meet some of the folks that I'm working with and to get a bigger picture of the products, company and the team. We are having a meeting __?__ nite that I want you to attend.

2. Tell them what to Expect at the Meeting

First thing I want to do to insure that they will attend the meeting is to PICK THEM UP if it's possible and take them to the meeting. Second, is to explain to them what we are going to do at the meeting so all the UNCOMFORTABLE WALLS are down. I explain that the Meeting is not the place for us to make decisions on whether we have interest in the products, company or compensation plan, but a time to gather more information and meet the people on the team.

3. Create the Right Mindset going into the Meeting

The Third thing I like to do is set up the RIGHT ATTITUDE going into the meeting by saying "The speaker is going to cover probably 15-20 things tonight and your probably not going to agree with all of them, but what I'd like you to do is WRITE DOWN 5-6 THINGS that you related to and when we get together we can talk about them." This statement will put your prospect in the mindset of LOOKING FOR THE POSITIVES of the meeting instead of what most of us do and that's looking for all the things that are wrong with something.

4. Introduce them to few People they can relate with

The Forth thing I want to do at the meeting is to INTRODUCE THEM to a FEW PEOPLE that I think that they might RELATE TO and start the process of them developing a few NEW FRIENDSHIPS beside just you. They might like you but not relate to you so it's important that they have a few people that they like and want to get to know better which starts the process of them wanting to be apart of this NEW COMMUNITY.

5. What parts did they Relate to

After the meeting is over, make sure to introduce them TO THE SPEAKER so they can setup the follow up process for you. Now before they go home ask "So what were the 5-6 THINGS you wrote down that you relate to tonight?" Listen to their list and ask "So what WOULD CHANGE around your house if in the next 4-5 months if we were able to help you accomplish those things?" Listen to their answer and say "That's really awesome, the team is going to be excited to help you guys accomplish that. Now SETUP A FOLLOW-UP Time in the next 24-48 HOURS to answer and questions or objections they might have & getting them started.

HOW TO INVITE TO & HOST A MEETING pg 2

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6. How to Host and Create a Positive Environment

- Invite people to arrive at your Home by 7:00 PM.
- The ideal Room for a gathering is the Family Room it's comfortable and not too FORMAL.
- Wear clothing that is CASUAL but professional.
- Create an environment that will help your guests FOCUS, so no children or pets.
- Phones in the room should be put on vibrate or TURNED OFF.
- Serve SIMPLE REFRESHMENTS like tea, water, or samples of your own products on paper cups and plates.
- Start the meeting by 7:15 PM. Do not wait for people.
- Set up only a FEW CHAIRS in advance. Have additional chairs available in another room.
- Set up a WHITEBOARD that can be viewed by all and have TV, DVD's and Product display ready to show.
- Introduce THE SPEAKER by saying "The ___?___ products and business opportunity were recently shared with (spouse) and I, and we're very excited about it. We have asked a VERY GOOD FRIEND of ours, (speaker) to come and help us share the information about ___?___ with you. After (speaker) has explained the program, I'm sure you will see why we are so passionate about this company and opportunity."
- Remain seated and be VERY ATTENTIVE during the meeting. Take notes and record them for your own use so, when you are the speaker at a future home meeting you'll know how to give a successful presentation.
- The Home presentation should be geared for 45–60 MINUTES.
- Close with thanking the speaker. "Now you can see WHY WE'RE SO EXCITED. (speaker) has agreed to stay for a little while to answer any questions on the product and the enrollment process."
- Announce the NEXT MEETING and then offer assistance in getting started.
- Before people leave, ask them to tell you the 5-6 THINGS they wrote down that they related to. If they are ready to get started, assist them in ordering a kit or initial order, as well as enrolling on Auto Ship.
- If they want MORE INFORMATION, provide them the information and then help them make a positive decision.
- If they are not interested now but want to be A CUSTOMER, sign them up as a customer on the spot & order an appropriate initial order of products.
- Have BROCHURES, product, etc... available for those who request them and have a notepad to allow them to leave you their pertinent information—name, email, and phone number.
- Schedule a FOLLOW UP in the next 24-48 HOURS & remind them of the next meeting & invite them to attend with you.
- As your guests leave, let them know that it was GREAT SEEING THEM and offer your contact information for assistance in the future. Let them know you are looking forward to seeing them at THE NEXT MEETING and working with and supporting them in building a successful ___?___ business.