



**Goal:** Identify the real energy problem, agree on a simple routine, set a check-in.

## Ask Permission

- “Can I ask a couple quick questions so I don’t recommend the wrong thing?”

## 1) Situation (what’s happening now)

- “When do you feel your energy drop most, morning or afternoon?”
- “How’s sleep most nights?”
- “What do you use now for energy (coffee, energy drinks, preworkout)?”
- “Any crashes or jitters after?”

## 2) Problem Awareness (what’s not working)

- “What’s the most frustrating part about your energy?”
- “How long has that been your normal?”
- “How does low energy affect your mood or patience?”

## 3) Consequence (cost of staying the same)

- “What is that costing you, productivity, workouts, being present?”
- “If nothing changes in 60–90 days, what worries you most?”

## 4) Commitment (how serious are they)

- “Ideally what would ‘good energy’ feel like?”
- “On a 1–10, how important is it to fix this?”

## Close (choose 1)

- “Want to try a clean energy support routine for 14 days and see how you respond?”
- “Do you want the easiest start, or a more structured start?”

## Next Step

- Confirm start date: \_\_\_\_\_
- Confirm check-in day/time: \_\_\_\_\_



**Goal:** Clarify the outcome (bloating/waistline/scale), set a consistent routine, set a check-in.

## Ask Permission

- “Can I ask a few questions so I match you to the right routine?”

## 1) Situation

- “Is your goal more the scale, or feeling less bloated/tighter waistline?”
- “When do you feel bloat most?”
- “How regular do you feel most days?”
- “What have you tried so far and what happened?”

## 2) Problem Awareness

- “What’s the most frustrating part about it?”
- “How long has this been going on?”
- “What do you think is causing it most days?”

## 3) Consequence

- “How does this affect clothes, confidence, or motivation?”
- “If it stays like this a few more months, what does that mean for you?”

## 4) Commitment

- “If you felt lighter and more consistent, what would change for you?”
- “On a 1-10, how ready are you to be consistent with a simple daily routine?”

## Close (choose 1)

- “Want the easy version or the more structured version?”
- “If we kept it simple for 30 days, would you commit?”

## Next Step

- Routine start date: \_\_\_\_\_
- Check-in day/time: \_\_\_\_\_



**Goal:** Replace sugar coffee chaos with a cleaner routine and measure how they feel.

## Ask Permission

- “Mind if I ask about your current coffee routine first?”

## 1) Situation

- “How many cups a day?”
- “What goes in it (creamer, sugar, syrups)?”
- “Do you crash later or get cravings after?”
- “What time do you drink your last cup?”

## 2) Problem Awareness

- “What do you wish your coffee routine did for you that it isn’t doing now?”
- “What’s stopping you from changing it?”

## 3) Consequence

- “If the routine stays the same, what happens to your goals this year?”
- “How annoyed are you with the cycle, honestly?”

## 4) Commitment

- “If you could keep the ritual but clean it up, would you do it?”
- “What matters most: taste, convenience, or how you feel?”

## Close (choose 1)

- “Want to try a 7-14 day cleaner coffee routine and see how you feel?”
- “Would you rather start with weekdays only, or every day?”

## Next Step

- Start date: \_\_\_\_\_
- Check-in day/time: \_\_\_\_\_



**Goal:** Make wellness simple and consistent, not “perfect.”

**Ask Permission**

- “Can I ask a few questions to figure out what ‘wellness’ means for you?”

**1) Situation**

- “Are you taking any vitamins now?”
- “What usually gets in the way, forgetting, too many pills, not noticing anything?”
- “What’s your #1 goal: energy, overall wellness support, consistency?”

**2) Problem Awareness**

- “How long have you felt not at your best?”
- “What have you tried that didn’t stick?”

**3) Consequence**

- “What is this affecting most day-to-day?”
- “If nothing changes this year, how do you think you’ll feel about that?”

**4) Commitment**

- “If it was one simple daily habit, would you commit to it?”
- “What would make it easiest: morning routine, visible placement, accountability?”

**Close (choose 1)**

- “Want to start a simple daily wellness routine and I’ll check in weekly?”
- “Would you rather keep it super simple, or add structure?”

**Next Step**

- Start date: \_\_\_\_\_
- Weekly check-in day/time: \_\_\_\_\_

# CHEAT SHEET 5: GOAL + TIMELINE “SYSTEM BUYER” (Slimming System: Clear + Cleanse + Control)



**Goal:** Confirm goal/timeline, identify biggest struggle (appetite/digestion/consistency), commit to a 30-day plan.

## Ask Permission

- “Can I ask a few questions about your goal, so I don’t recommend the wrong plan?”

## 1) Situation (goal + struggles)

- “What’s your goal and by when?”
- “Biggest struggle: appetite, digestion/bloat, or feeling sluggish?”
- “Where do you struggle most, late-night snacking, portions, consistency?”
- “What have you tried and what happened?”

## 2) Problem Awareness

- “What do you think is driving it most: stress, cravings, routine, all of it?”
- “How long has this been a pattern?”

## 3) Consequence

- “If you don’t hit your goal by that time, what does that affect for you?”
- “What’s the emotional cost at this point?”

## 4) Commitment

- “If appetite support felt easier and the routine was simpler, would you follow it?”
- “On a 1-10, how serious are you about doing something structured?”

## Close (choose 1)

- “A system fits better than random products. Want to do a 30-day plan with check-ins?”
- “Would you rather start structured, or start simple and build into it?”

## Next Step

- Start date: \_\_\_\_\_
- Check-in schedule (2x/week or weekly): \_\_\_\_\_



**Rule:** Only run this if they show interest OR you ask permission and they say yes.

## **Ask Permission + Safety**

- “Can I ask a couple questions to see if earning from sharing would even make sense for you?”
- “If not, totally fine, we keep it customer-only.”

## **1) Situation**

- “Are you looking for extra income, or just better results for you?”
- “What would be helpful, a few hundred a month or something bigger long-term?”
- “Have you tried anything before to make extra money?”

## **2) Problem Awareness**

- “What would extra income solve for you right now?”
- “What’s been the biggest challenge financially this year?”

## **3) Consequence**

- “If nothing changes financially this year, what happens?”
- “What does that cost you, options, time, stress?”

## **4) Commitment**

- “If you loved your results, would you share it with a few people anyway?”
- “On a 1-10, how important is it to add a second income stream?”

## **Close (choose 1)**

- “Easiest path is customer first, then share as you go. Want to see how that works in 10 minutes?”
- “Would you prefer staying customer-only, or seeing the referral/earning side too?”

## **Next Step**

- Send overview link + schedule 10-minute follow-up: \_\_\_\_\_



## Use exactly this sequence.

- 1 “When you say \_\_\_\_\_, what do you mean by that?”
- 2 “Is it more (A) timing, (B) money, or (C) you’re not sure it’ll work for you?”
- 3 “If we solved that, would you be ready to start?”

## Common objections:

- “I need to think” -> [ ] “What part specifically?”
- “Too expensive” -> [ ] “Compared to what you’re spending now, what feels most off?”
- “Tried stuff before” -> [ ] “Was it the product or consistency?”
- “Not joining” -> [ ] “No worries. Customer-only okay?”
- “Talk to spouse” -> [ ] “What do you think they’ll be concerned about?”