

# The ASEA Essentials Checklist

- 1. **Sign Up** - Become an ASEA Associate, \$40 Enrollment Fee. You get a position in the compensation plan, starter kit and your website - [www.username.teamasea.com](http://www.username.teamasea.com)
- 2. **Activate and Autoship** - With at least 1 case of ASEA. The discounted 4 (save \$110) and 8 case (save \$190) packs are only available at time of enrollment. Product to help you build! Set up your monthly autoship so you can become your best customer, remain active and eligible for commissions. You must have 100PV every month (1 case)
- 3. **Attitude** – *“Attitude is that little thing that makes such a big difference”* – Get your Attitude Pack (GK011) from [www.aseastore.com](http://www.aseastore.com) and develop a winning attitude.
- 4. **Why?** - Why are you building an ASEA Business? What’s your vision for your business?  
*a) Pay for Product b) Part Time Income c) Full Time Income d) Big Time Income?*  
How much time are you willing to invest to make this happen and how will you schedule ASEA into your week?
- 5. **Back Office** - You must know how to place people in your left and right teams, as well as add or edit your autoship and receive commissions through smartwallet!
- 6. **Connect** – Plug in and keep plugged in. Sign up for the Newsletter at [www.AmazingMoleculesTraining.com](http://www.AmazingMoleculesTraining.com) and get connected with your upline support team.
- 7. **Get Charged Up** – Give your business A-LIFT and start tuning into the daily Monday thru Friday Charge Up calls either live at 11am EST or recorded (available 24hrs)
- 8. **Tools** – Tools do the talking. So review all the tools of the trade that are available to help you build your business. Check the calendar on the Team Training Website.
- 9. **Top 20** - Write out a list of your top 20 warm market contacts. This is the best way to get your business off to a fast start. Prioritize but never prejudge!
- 10. **Qualify** - Sponsor your first 2 associates, one in your left team and one in your right. Congratulations, you are now an ASEA Director. The basic building block of the business!

# Tools of the Trade

Every good professional studies and masters using the tools of their trade. In Network Marketing it's not what you do...it's what you *duplicate*! So let the tools do the talking!

**CORPORATE TOOL** - Main Website: [www.username.teamasea.com](http://www.username.teamasea.com)

- Back office: Login from your main website with your username and password

**PRESENTATION TOOLS** – [www.amazingmolecules.com](http://www.amazingmolecules.com)

- Product Only Presentation – [www.amazingmolecules.com/asea](http://www.amazingmolecules.com/asea)

- Product & Business Presentation - [www.amazingmolecules.com/business](http://www.amazingmolecules.com/business) or [amazingmolecules.net](http://amazingmolecules.net)

**TRAINING TOOL** - Team Training Site - [www.AmazingMoleculesTraining.com](http://www.AmazingMoleculesTraining.com)

- Additional Training Website: [www.ATeamSupport.com](http://www.ATeamSupport.com)

**SUPPORT TOOL - Charge Up Call ... Give Your Business A.L.I.F.T.** [www.chargeupcall.com](http://www.chargeupcall.com)

- Monday - Friday (11am EST) (712) 432-0075 pin 635808#

- Recorded Charge Up calls (712) 432-1085 pin 635808# (available until next live call)

**SCIENCE TOOL** – “*The Science of Healing Revealed*” by Dr Samuelson [www.aseastore.com](http://www.aseastore.com)

- Dr Samuelson Science Site: [www.askdrgary.com](http://www.askdrgary.com)

**CORPORATE CONFERENCE CALLS @ (641) 715-3842 Pin 4727726#**

- ASEA In-Touch Call: First Monday of the Month @ 9pm EST

- ASEA Vision Call: Every Tuesday 9pm EST - Great for Associates and New Guests!!!

- ASEA Science Call: Every Saturday 11am EST (also [www.aseascience.blogspot.com](http://www.aseascience.blogspot.com))

- ASEA 10FX Call : Every day 11:30am EST (also [www.asea10fx.com](http://www.asea10fx.com))

**ADDITIONAL AMAZING MOLECULES TOOLS**

- Live Webinars: [www.amazingmoleculeswebinar.com](http://www.amazingmoleculeswebinar.com) (check calendar at team training site)

- 3 Minute Sizzle Calls: (800) 444-6918 Ext.700 (Health) – Ext.701 (Athletes) – Ext.702 (Business)

**THE ASEA STORE** [www.aseastore.com](http://www.aseastore.com) - *The Science of Healing Revealed* by Dr Samuelson –

Health and Wellness Newsletter – Road Bike Action – Prosper Magazine – *The Attitude Pack* etc

**ASEA VIDEO CHANNEL** – [www.youtube.com/aseavideo](http://www.youtube.com/aseavideo)

**ASEA ASSOCIATE SUPPORT** - (801) 973-7499 Mon -Thursday 9am-5pm MST (Friday to 10pm)

This is number to call if you have a question concerning a particular order or autoship, a commission check or are requesting a placement change. (NOTE: Please call your upline support team with product, business building or comp plan related questions.)

# Business Building System

## 1. Invite (1<sup>st</sup> Base)

This is called prospecting. Sifting and sorting looking for people who want what you have. It is not convincing and selling people that they need what you have. How do you sift and sort? **Ask Questions!** This is NOT a presentation! Don't show up and throw up! Your goal is not to explain the product, business or compensation plan. Your goal is to generate enough interest and curiosity so that your prospect will want to know more. Give a short preview and share your story if you have one.

## 2. Use a Tool (2<sup>nd</sup> Base)

Network Marketing is a business of duplication. Tools are duplicable whereas people and personalities are not! So let the tools do the talking and send your prospect to view one of our online presentations. Local meetings are also a great way to present information to your prospect. Support them!

## 3. Follow Up and Collect a Decision (3<sup>rd</sup> Base)

Follow up is not important, it's critical. You must remain organized with a day planner or contact management system to carry out effective follow up. Make a 3-way call to an upline associate to add 3<sup>rd</sup> party credibility and help answer questions. Remember you get paid for collecting decisions! Make sure your placement is set correctly in your back office before your new associate joins.

## 4. Teach (Run Home)

Send your new associate to the team training website where they can sign up for the newsletter, print off this *ASEA Essentials* Document and go through the trainings. Get back with your new Associate and set up a Game Plan Interview, having them share their vision for their business! Put an action plan together.

## 5. Duplicate (run the bases as many times as you can)

Congratulations. You have made it through the business building steps. Now do it again ...and again ...and again....and teach others to do the same!

# Scripts and Phrases

## Sample Prospecting Questions

*Have you ever heard of signaling molecules? – see PREVIEW*

*I just discovered an amazing health product. I don't really know how to explain it to you, I just really believe that you should know about it.*

*If I knew of a recent scientific breakthrough that is ....seriously impacting peoples health... improving athletic performance... creating tremendous financial opportunity ...would you want to know about it?*

*Let me ask you something...as you look at your life, are you more interested in improving your physical health or looking at things that might improve your financial position? ...Well, recently I discovered a breakthrough technology that is having an astonishing impact on people's health (and giving them the opportunity to expand their income?)...would you like to know about it?*

*A friend of mine just introduced me to a new business with heavily patented breakthrough health technology. There is huge opportunity for the right person. I would love you to take a look...it might not be for you, but you might know the kind of person I am looking for.*

### **What do you do for a living?**

*I work with an International Health Technology Company. We have developed a breakthrough product and are moving into the \_\_\_\_\_ market. Let me ask you ... Do you keep your options open for generating income outside of what you are currently doing?"*

### **20/20 Script**

*I recently was introduced to a health technology that has had a tremendous impact on my life. I got so excited about it I decided to enter a competition where I have to show a certain number of presentations in a week....and I am a few people short....could you help me out... you might even like what you see. 😊*

### **Invite Question for a Network Marketer**

*Are you 100% emotionally attached to what you are currently doing, or if something special came along would you keep your options open?*

### **When the response after one of these questions is ...WHAT IS IT?**

*Have you ever heard of signaling molecules?.... NO.... Continue with **Preview, Testimonial, Tool***

## **PREVIEW** (continued from “Have you ever heard of signaling molecules?”)

**#1** - *There are molecules made inside your cells that are absolutely critical to your health. A group of scientists figured out how to create and stabilize these molecules outside of the body and put them in a bottle, and it's having an astonishing impact on people's health.*

**#2** - *Our bodies are made of approx 75 trillion cells. Signaling molecules regenerate our cells, which regenerates our entire body! The company I am with has developed the world's first and only "signaling molecule" formula in a bottle, and the results people are getting have been amazing!*

**Share your Testimonial** (60 seconds or less) Do NOT make medical claims!!!

**Use a Tool** - Invite your prospect to watch an online video or presentation.

## **Follow Up & Collect a Decision – PRODUCT ONLY**

*Do you see how ASEA might help you improve or maintain your health (or athletic performance)*

*Do you have any questions? (Optional 3 way with upline)*

*What did you like best about the presentation?*

*Would you prefer to try ASEA as a retail customer or as a wholesale customer?*

*You can buy ASEA at the retail of \$150, wholesale of \$120 or get it for Free! (Gentle intro to the business - refer 5 customers and yours is paid for in commissions earned)*

## **Follow Up & Collect a Decision - BUSINESS**

*What impressed you most about the presentation?*

*How do you see yourself getting started as a customer or as a business builder?*

*Can you think of any reason why you wouldn't want to do this?*

*Can you see any reason why you wouldn't want to get started today?*

*Where do you see yourself on a scale of 1 -10? 1 being it's just not for you and 10 you are ready to get started today?*

*6 or below - revert back to the product and aim for a customer*

*7 or above – Great. I would love to connect you with one of my business partners who will be able to answer any questions you might have. Hold the line and let me see if they are available.*

## **Voice Mail Script**

*Hi Alan, this is Trish. Hope you're doing great! Hey, when you get a couple of minutes, will you give me a ring? I have an important question I want to ask you. So we don't play phone tag, the best time to reach me is 5:30 - 8pm after work, or on Saturday. My number is 208-555-5555 Again, 208-555-5555. Thank YOU, I look forward to talking soon.*

# Game Plan Interview

## with your Sponsor

**Important:** You must have a list of at least 20+ names.

### 1. Your Upline T.E.A.M.

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

### 2. Your WHY?

a) What is your vision for your business?

i) Pay for Product ii) Part Time iii) Full Time iv) Big Time

b) What is your WHY for your goals

c) What are you willing to do to get there? How much time are you willing to invest?

### 3. Get Your Questions Answered

Get any remaining questions answered and review *“Running the Bases,”* in particular 1<sup>st</sup> and 2<sup>nd</sup> base (Invite and Use a Tool).

### 4. Review Your Top 20

Sort through your list of 20+ names deciding on a Business, Health or Athletics approach. Briefly discuss your list with a recommended invite and tool.

### 5. Set Your Goals

Do you choose to start out fast or slow? Are you prepared to contact at least 20 people in the next 5-10 days and do follow-up calls with your mentor? (20/20 Club)