



JEWELSCENT

SPONSORING TRAINING

ADDITIONAL TIPS TO HELP YOU SPONSOR

- **Always share what you do.** If someone asks, “So what do you do?” It’s the opening for you to talk about JewelScent!
- **Share your “I” Story!** Share why you love JewelScent and what becoming a Consultant has done for you. This is the best way to inspire others to join your team.
- **Don’t prejudge anyone.** You don’t know their needs. What about the busy mother of 4 children. You may think she is too busy and all she is looking for is a little independence, and some girl/adult time.
- **Surround yourself with talent.** If someone strikes you as good at what they do, they’re fun, smart or well-connected, then they could very well make a great addition to your team.
- **Understanding timing is everything, so always** follow-up with every prospect.
- **If they are not ready, don’t push!** Timing is important to their success.
- **Be straightforward in your approach and intentions.** Honesty and Integrity will get you where you want to be.

OFFER THE OPPORTUNITY TO EVERYONE.

People don’t wear a sign on their head saying they are broke, in a mountain of debt and need additional income. If you assume that someone does not want to learn about JewelScent, you may be discounting the person for all the wrong reasons. Your next leader could be walking away from you and into another consultants business. That is why it is so important to offer the opportunity to EVERYONE.

BUILD A FRANKS LIST with the help from these categories just for sponsoring:

- Stay-at-home moms who can use extra \$\$
- Stay-at-home moms who need adult interaction
- Stay-at-home moms who want to Homeschool
- Someone who hates their job
- Someone who lives paycheck to paycheck
- Someone who just got hit with a big expense (car repair, medical bill, home repairs etc.)
- Someone looking for a second job
- Families who want to save for a vacation
- Families who would love to have their children attend private school
- Someone about to retire and would love extra income and something fun to stay busy
- Those who work seasonal jobs
- Teachers who are off for the summer
- People who want something to call their own
- People looking for some “me” time
- Someone who wants a discount on their own product
- Someone wanting to feel accomplished & believing in themselves!
- Military spouses whose partner is deployed!

I'll bet as you were reading this list you already had people coming to mind! There's no fancy words. there's no "catch phrase." You are just honest, genuine, yourself, and you share.

You might say something like this:

"You came to mind today. I was thinking about the fact that you're home with your children. Many moms who are home would love to make some extra money for extra things with the kids or even have an outlet away from your kids. I don't know if I've ever really shared with you what I'm doing but I would love to share more with you."

Then pause. Wait for the response!

When you pause and listen to their response, it allows you to know how to present the opportunity so you don't overwhelm them with too much information. If they're interested in some extra money, you're not going to focus on the Dream Getaway Trip. If they're interested in adult interaction to have some time away from kid interaction, you're not going to focus on the extra money they can earn.

KISS - KEEP IT SIMPLE AND SIGNIFICANT.

Plant seeds. Some may sprout right away, others you'll water and fertilize with your follow up. In your follow up you may say something like,

"You mentioned you could be interested. What are your thoughts?"

"You mentioned you wanted to speak with your husband. How did that go?"

THE FORTUNE IS IN THE FOLLOW-UP!

Remember, the difference between those consultants that regularly sponsor 1-3 new consultants every month is directly related to the number of times they share. When you set a goal to sponsor a minimum of 1 new consultant every month, you will see your rank and your team continue to grow and move forward.
