

Step 8 – Make Your List

If you want to grow a viable Synergy business, then the easiest place to start is with people you know and respect.

The challenge is for you to overcome your fear of what others will think of you. There are 3 Keys that will help you overcome this:

- **Key 1 – Don't try to sell just share your passion/mission.**
- **Key 2 – Decouple the outcome by letting the person you're contacting know it's OK to say No.**
- **Key 3 – Use your resource tools to tell the story.**

The process is fairly simple:

- **Learn how to invite.**
- **Let your resource tool do most of the work.**
- **Learn how to follow up.**

With this in mind it's time to make a list.

The bigger your list, the greater your opportunity to expand your Synergy business. Make it a goal to add 100 names to the list and then **contact at least 50 of them in the next 30 days.**

Then repeat the cycle. Add names to your list and make at least 50 contacts every 30 days.

Here are some suggestions on how to add names to your list using the **Virtual DVD from Step 7 of the New Distributor Orientation** section of The Synergy Library:

- **Print off this PDF.**
- **Go to www.WhoWantsImprovedHealth.com and watch the 2nd video titled “Why Use ProArgi-9+?”** As you watch this video write down all the names that come to mind who could use this product. Don't worry about having their email addresses and phone numbers at this time. **Just write down their names on the provided log sheet.**
- **Repeat Step 2 but this time watch the 4th video titled “Why Join Synergy Worldwide – An Empowerment Company?”** As you watch this video write down all the names that come to mind who would be interested in the opportunity or are opportunity seekers.
- **Make it a goal to have 50 names on your log sheet** by the end of watching these two videos.

Below is your log sheet and after it are **suggested emails** to send to those on your list who you identified as “**potential product users**” or “**potential business builders.**”

If you prefer to contact by phone, then we have **some suggested phone scripts** that you can modify to your voice and style.

Suggested Emails

Product User Subject Line: Join My Wellness Initiative

Dear Dan,

I hope you and your family are doing well.

Recently I've been around family and friends and **I noticed that a lot of them were looking for ways to improve their health.**

Not just trying to lose weight but actually wanting to feel better.

I had the opportunity to share with them how I've seen real improvements in my overall health. Better energy. Clearer thought. Less aches and pains. A reserve of energy that allows me to be more active than before.

And then I had a thought. What if I organized a Wellness Initiative with the goal of helping family and friends improve their overall health and wellness.

Basically learning how to slow down the aging process while improving their cardiovascular health.

I recently came across a company that has outstanding products. Better than what I found in the health food store and pretty cost effective. And they're ideal for improving circulation and blood flow to address high blood pressure and other cardiovascular health concerns.

Here's a link to their virtual DVD: www.WhoWantsImprovedHealth.com

Please watch the 2nd video titled “Why Use ProArgi-9+?”

If you think my idea for a Wellness Initiative is a good one and you want more information, then please either email me back or call me directly.

If you see ProArgi-9+ as a product that can help improve your cardiovascular health, then let me know.

Synergy Worldwide has a Preferred Customer program that allows us to purchase products at wholesale prices And, we can either call or go online to order.

Quick. Convenient. Fits our lifestyle.

Here's wishing you and your family an absolutely fantastic year!

Have a Blessed Day!

Dan 630-936-8079

dan@agingnomore.com

Product User Subject Line: Please Help Me Help Others Address High Blood Pressure

Dear Dan,

I hope you and your family are doing well.

Recently I've seen more and more people having issues with high blood pressure. In fact let me ask you a question:

How many people do you know who either have high blood pressure or know someone with high blood pressure?

If you do, then I'd like to talk to you about how I can help them address this issue naturally. With a product I've come across that has been absolutely outstanding in helping people bring their blood pressures back into a normal range.

Sherry Hammer would be a great example of a person whose blood pressure was high and facing the decision of either going on medication or trying this natural supplement. She decide to try the supplement and **her blood pressure went from 160/90 to now averaging 112/68.**

I'd like to help others see the same type of results.

Would you do me a huge favor?

Please watch the following virtual DVD: www.WhoWantsImprovedHealth.com

Please watch the 2nd video titled “Why Use ProArgi-9+?”

I'll call you in a couple of days to get your reaction.

To see if you know of anyone this product could benefit.

I'm on a mission to help reduce the number one risk factor for strokes and heart attacks by getting this information into the hands of people. After that it's really their decision if they want to use this product to address their health issues.

I'll leave that decision up to them but I would ask your help in at least getting the information to them.

Here's wishing you and your family an absolutely fantastic year!

Have a Blessed Day!

Dan 630-936-8079

dan@agingnomore.com

Business Builder Subject Line: Can I Share My Mission

Dear Dan,

I feel a little uncomfortable sending this email. But I decided I need to step outside of my comfort zone by sharing my mission and passion with others that I love and respect.

So here it is:

I want to help people get healthy. I want to empower them and their loved ones with an opportunity to take greater control over their health.

I've had the pleasure over the last year to help a lot of people make some really significant improvements in their health. For example **one lady has taken her blood pressure from 160 over 90 to 112 over 68**. This meant she didn't have to go on high blood pressure medication.

Another client saw his blood sugar stabilize were he was able to significant reduce his medication. And if his blood sugar stays in the normal range his physician is going to take him off all medication.

It's such a rewarding feeling to empower others to take control of their health and help them slow down the aging process.

So I'd like to share with you a link to a virtual DVD to see if you know of anyone who would be interested in joining me in my mission to improve the health of others. **Please click on the following link and watch the 4th video titled "Why Join Synergy Worldwide – An Empowerment Company?"**:

www.WhoWantsImprovedHealth.com

I'll call you in a couple of days to get your thoughts on both the products and business opportunity. Do you see any fit for yourself? Do you see any fit for others you might know?

And I want you to understand that if you don't see any fit, then please let me know right up front. This will keep us both from wasting each others' time and causing a conflict in our relationship.

Thank you for taking the time to read this email. Any support you can provide in helping me advance **my mission to empower others to better health would be greatly appreciated.**

Here's wishing you and your family an absolutely fantastic year!

Have a Blessed Day!

Dan 630-936-8079

dan@agingnomore.com

Phone Script Product User

“Hi John, this is Dan.

Can I ask a favor?

I'm going to send you an email with a link to a virtual DVD and I'd like you to watch the 2nd video titled “Why Use ProArgi-9?”

When you watch this short video I'd like you to think about who you might know with high blood pressure or diabetic health issues. Please write their names down.

I'll then call you back to get your thoughts.

If you don't see any value then please let me know right up front so that we don't waste each others' time.

And if you do see value for either yourself or others, then let's talk further.

I'm going to send this right now.

When we can talk again?”

(Shut up and wait for an answer and establish the day and time to call back.)

Phone Script Business Builder

“Hi John, this is Dan.

I'd like to ask you your opinion on a new business venture I'm looking at. I need another set of eyes and I value your input.

As you know I've always been passionate about health.

I've found a company that I believe is ideally positioned to both help people and provide a nice economic benefit.

Would you be willing to take 25 minutes to review the information and give me your opinion?”

(Shut up and wait for their answer. If no, then thank them for their time. If yes, then say:)

“Great I'm going to send you an email with a link to a virtual DVD. I'd like you to watch only the 4th video titled 'Why Join Synergy Worldwide – An Empowerment Company?’

When would be a good time for me to call you back and get your opinion?”

(Shut up and wait for an answer and then establish the day and time to call back.)