

# Team Reactive

Hello again, {{FirstName}}!

By now, you should be familiar with all of the great presentations and resource websites that you have at your disposal. The purpose of this email is to provide you with a simple process that uses these tools in an efficient manner. Here are a few ideas that may help. By all means use your creativity:

1. **Call your prospect.** Make an initial phone call informing your prospect that you have found something they have never seen before and will be sending them an email shortly that will give them an exciting and fascinating overview. If they can go to their computer right now, you can go over the info with them immediately.
2. **Send them an email.**
  - Attached is the file, 'Give me a few minutes of your time.doc'. Save that and modify it and 'make it your own'. In other words, replace Kevin's story and contact info at the beginning and end of the document with your own story and contact info. Attach that to an email you send to your prospects. The letter can be found at [www.teamreactive.com](http://www.teamreactive.com) under the 'Documents' section.
  - You may want to include the 4 minute CEO interview at: [www.youtube.com/aseavideo](http://www.youtube.com/aseavideo)
  - In the body of the email itself, you should instruct your prospect to go to your teamasea.com website (www.username.teamasea.com) and click on 'PRODUCT' at the top of the page and watch the short video.
  - If they like what they see, tell them to watch the presentations at [www.amazingmolecules.com](http://www.amazingmolecules.com).
3. **Follow up.** Have you ever heard the saying, 'The fortune is in the follow up'? This is sooooo true!
  - Don't assume that your prospect not only opened your email, but also took the time to follow the instructions in it.
  - Call them and ask them what they thought of the information. If they didn't review it, ask them when they would be able to review it and then **call them back at that time or go over it with them right now.**
  - Do not give up until they tell you that they have reviewed the info, or tell you they are not interested. Always honor their 'yes' or 'no'.
  - Never assume that someone is not interested, sometimes they are just testing you to see if you're really serious or if it is just something that will 'blow over'. Follow up with them by sending new information.

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### 4. Help them get started.

- Once your prospect has reviewed the information, ask them if they're ready to get started. If they say, 'yes', explain the three different startup options and sign them up!
- If they have questions, **do a 3-way call with your upline**. Your upline will answer their questions and help them get started. If your upline refers them to a website or conference call, **it is your job to follow up with them** to go through this step again.
- Keep going through this process until they make their decision.

### 5. Get them signed up at [www.teamreactive.com](http://www.teamreactive.com). Once they're on the mailing list, they'll receive the same emails you did and be placed into the process.

To maximize your success, it is important that you focus on the process, not the information in each step of the process. In other words, let the system do the work for you. This creates leverage, and creates a model that anyone can duplicate.

DO NOT become attached to the outcome. Only be attached to the outcome of your goals and vision. Remember that you must hear 'no's' in order to hear 'yes's'. No is mandatory on the way to Yes! Always be pleasant and helpful.

Please contact your upline, or email us at [info@teamreactive.com](mailto:info@teamreactive.com) if you have any questions.

Warm Regards,

***Team Reactive***