

HOW TO register someone into FM in less than 10 minutes

PLUS THEY COULD SELL 10 TO 20 BOTTLES IN THERE FIRST WEEK . . .

Then they will want to know then how to build a business

Hi, is that Fred? Hi my name isYou responded to my ad today about the perfume business...now I'm not going to take more than 10 minutes of your time but how are you doing? *(Build a little bit of rapport and gain trust) 1min...*

OK well, the company I work with is a great business opportunity that 6 years ago it did not exist yet this year it is heading for 88 million turnover and has expanded into almost 50 countries around the world.....we sell Quality Perfumes at an unbelievable price, but right now I am looking for people who want to make money immediately. Would £50 - £100 in the next 7-10 days PART TIME be of interest to you?

The answer will 90% be yes - but if not say ok bye

At this point take the person to www.fmcosmetics.co.uk ask them to click on the products and prices button and show them the perfumes. You can tell them a little about the products, prices and profit margins – keep it brief – then ask:

Do you think you could sell 10 – 20 bottles in the next 7 to 10 days to your friends, work mates and family? Doing that can make you £50-£100 or more – how does that sound?

If the answer is 'Yes' and most people SAY "that easy", you reply:

Great! Then I recommend that you join right now. I just need your date of birth as I have all your other details, then I can register you for free. However, you will need some samples because you will never be able to sell perfumes without samples – if you are demonstrating Perfume - people will want to know how it smells so the company insist on you having a Sample Kit.

At this point take them to the 'Sales Aids' section of the website and show them the different Kit options. They can choose any kit from £9.50 mini kit up to the full starter pack at £49.50. Also explain the 30 day money back Guarantee and that it applies only to UNOPENED bottles – so if people have tried the sample they cannot return a full sized bottle if they have opened it. Also – if money isn't too much of an issue, suggest a full sized product in whatever fragrance they like – this way they have something to show people.

Next step is to take your prospect to the 'Contact' page on the website. Explain that they need to ring FM Cosmetics the next day and order their kit. Show them the number to ring – also where the company's bank details are if they want to do a direct bank transfer of the funds.

That's it – encourage your prospect to have fun whilst demonstrating the products, explain it is much better and easier to ask people for their opinion on something rather than trying to 'Sell' someone something!

Tell them that after they have achieved their £50 to one £100 profit in 7 – 10 days that you will show them how to achieve financial freedom from this simple business. But also explain that you are always available for help and advice

If the answer is 'No', thank them for their time and explain that this business is not for everyone and you don't want to waste their time or your own. Leave the door open for if they should ever change their mind!

This information has been provided by Gary at Advert Anywhere and is a great way to talk to the prospects responding to their exclusive FM Group advertising campaigns. Details can be found at:

www.advertisefm.co.uk