

# Enrollment/Retention Questionnaire

**Determine 5 Health Goals** (if needed, prompt), put a star beside the most important goal to them.

**Say** If you could wave a magic wand, what would you change about your health? What would you change about how you feel?

① \_\_\_\_\_

② \_\_\_\_\_

③ \_\_\_\_\_

④ \_\_\_\_\_

⑤ \_\_\_\_\_

**Ask** "How many months or years has it been that you have wanted to achieve these goals?"

\_\_\_\_\_

**Ask** "How long do you believe it will take to achieve **ALL** of these goals?"

\_\_\_\_\_

**Ask** "Tell me, once you have achieved all of your goals, how do you see things changing in your life?"

\_\_\_\_\_

**Ask** "Who else in your life do these positive changes end up effecting?"

\_\_\_\_\_

**Ask** "On a scale of 1-10, how serious are you about making changes to your health?" \_\_\_\_\_

**Say** "It is our goal to not break your budget here but to find a fit within it that you are comfortable with, so we can move you forward in achieving all of your goals. Let me ask you this:"

**Ask** "What would be your current budget for 2 healthy breakfast and lunch meals daily?" \$ \_\_\_\_\_

"Snacks or coffee shop daily?" \$ \_\_\_\_\_ "Supplements/month?" \$ \_\_\_\_\_ **Total Month \$** \_\_\_\_\_

**Ask** "To achieve all of your Health Goals, what would you be willing to INVEST in yourself to make that happen knowing even a personal trainer at \$60/ session once per week is \$240?" \$ \_\_\_\_\_

**Add** #7 and #8 together. Do I have your permission to set you up for success?

(You now have **PERMISSION** to recommend an initial order from that budget!!) **Total \$** \_\_\_\_\_ /Day

**Ask** Would you like me to recommend how to get started? **Total \$** \_\_\_\_\_ /Month

**Say** Based on your goals, these are the two paks I would recommend for you to get started with...

So if it works within your budget, this is hands down THE BEST recommendation.

It's \$599 for your first 30 days, then you can drop down for the next month.

Which sounds like the best fit for you?

Start with a Pak slightly higher than their budget.

Remind them this cost is ONLY for 1st 30 days. Subsequent orders are up to 50% less.

Before you get started let's set up accountability partners. I'll explain on subsequent call as well as go over how to use your new simple system and guide you along the way.

Would it be okay if I showed you how to get coupons or get your products for free?

Curiously, who are two people you know would for sure wanna do this with you? (let them answer)

- ✓ The reason I ask is because Isagenix doesn't spend any money on ads and instead rewards its customers for referrals. So when you help \_\_\_ & \_\_\_ get started, you'll earn anywhere from \$150-500 right away.

How's that sound?

No matter what the outcome (yes/no), set up next exposure, i.e. meeting, follow up, and/or what to expect. And don't be attached to the outcome.