



Moving the Conversation into a Share

#1 Have a great conversation

In Teamzy, we encourage to connect and just "make someone's day." Our hope is you'll start a conversation.

Make that conversation great by asking good open-ended questions and looking for their wants and needs. Follow the F.O.R.M. format when asking your questions.

Take notes, and when you hear needs or pain points, write them down. Help them however you can, even if it has nothing to do with your business.

#2 The transition to talking about your business

When they ask you how you are doing, answer in a way that lets them know, one, you were listening, and two, that your business/lifestyle solves for you one of their needs.

For example, if they complained about never getting to spend time with their children, you may say something like...

"I'm great. I really love being home with my kids every day. I'm so grateful my business gives me that flexibility."

Or...

"We are great. A bit hectic as we get ready to go on a Caribbean cruise. You know how that last minute planning can be. But I'm grateful for the opportunity to go with them, and it's free! I actually won the trip from my company."

As they ask you more about this, describe for them what your business is, and specifically, how you help people.

#3 The Share

There are two steps to the Share. First, plant the seed.

"...if you or anyone you care about could use some help with (the problem your business solves), I'd be honored to help with that."

Based on the response you get (you'll have to use your own best judgement here) you can now give a specific invite or, you can let them flow back into your Teamzy flow to give that relationship a little more time to deepen.

If there's some interest and you send a share, follow up like a pro.

If you don't share with them this time, you've planted the seed for next time.