

Simply give them a HOPE Pop to begin the conversation!

20/20 POPS Blitz

SHARE THE POPS & THE PLAN WITH 20 PEOPLE IN 20 DAYS



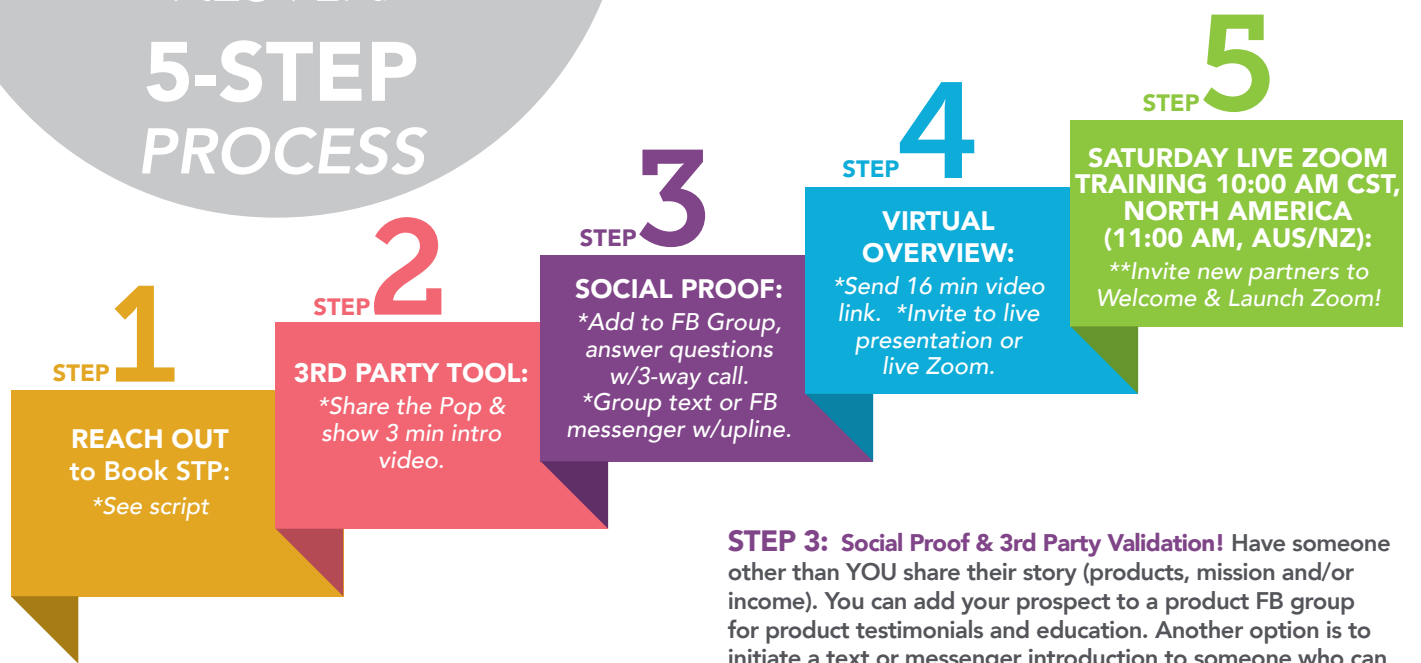
Note: During the current COVID-19 situation, please respect Social Distance guidelines and stay safe.

Name	5 Step Process	Results C, PC, or SBP
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20.	Step 1 <input type="checkbox"/> Step 2 <input type="checkbox"/> Step 3 <input type="checkbox"/> Step 4 <input type="checkbox"/> Step 5 <input type="checkbox"/>	

REGISTER IN 1 OF 2 WAYS:

1. Electronically at 20in20Blitz.com OR
2. Email photo of completed form with name and ID# to 20in20Blitz@gmail.com

5-STEP PROCESS



STEP 1: Book an STP (Share the Pop). Reach out to your list one at a time to set up a time to Share the Pop using either script below. This can be done, by phone, text or FB messenger.

- **Script #1:** "Hi Julie, I'm taking this fun challenge – we need to give 20 Pops to 20 people within 20 days...and if we do this, we will provide 20 servings of nutrition to children in need, plus we get to win some fun awards too! This healthy lollipop is unlike anything you have ever seen! It won't take much time to give you the Pop and share some information...would you be one of my 20? It's fun, you get to have this amazing Pop, help nourish a child and learn some cool stuff!"
- **Script #2:** "Hi Julie, how are you? I know a lot of people are worried about the new viruses and superbugs, so I thought I'd reach out. My company launched a fun, yet effective product for adults AND kids to properly support & strengthen their immune system & gut health. It's a HOPE Pop & simply by meeting with me, a child in need will get this nourishment to help rebuild their immune system. It'll be fun, will get nourished with this amazing lollipop and learn some important info."
- **Script #3:** "Hi Julie, I consider you a great friend and value your input. I've got something exciting I want to give you and get your thoughts on. Can we meet up this week?"
***Out of curiosity, they will ask what it is...reply, "It's too hard to explain over phone/text/messenger and I don't have time right now. I'll see you Tuesday and go over all the details then!"
- **If yes, set a time, if they are not interested, ask for referrals.**

STEP 2: Start the meeting by giving the Pop. Then share that the technology in the lollipop is changing the world by solving two of the biggest global issues, gut and immune health and also helping save children's lives from malnutrition. Play the 3 min Alovéa introduction video.

- It's very important to share your excitement on what the products/rebooting have done for you, and why you are inspired by social business. After you share the 3 min intro video say, **"Now you can see why I'm so excited, what intrigued you the most? Is there anything about your health you're looking to improve?"** Use the Product/Kit Brochure to share the Wellness Questionnaire as well as information/benefits about the products.

STEP 3: Social Proof & 3rd Party Validation! Have someone other than YOU share their story (products, mission and/or income). You can add your prospect to a product FB group for product testimonials and education. Another option is to initiate a text or messenger introduction to someone who can share their story or a similar story to whatever your prospect is currently struggling with (health or income related). OR, if you have a hot prospect who is interested in the opportunity or has questions, get on a 3 way call with your upline to do a quick introduction to your support team, have upline share their story, answer any questions, and personally invite your prospect to watch the 16 minute "Do Health Different" presentation link or join a live Zoom presentation.

STEP 4: Ask them what they like best about what they've seen so far: the products & reboot, nourishing kids, earn some extra income or all of it?

- If product-oriented, add their contact info to the app and send 16 minute "Do Health Different" overview video. Invite them to attend the next online zoom webinar and ask if they'd like to try any additional product.
- If they are interested in business and product, do the same as above. This would also be another great time for a 3-way call to introduce them to one of your social business partners/upline if you haven't already done so.
- **At this point, you've come this far, so don't forget to ask them to partner with you in this cause, either as a Customer or Social Business Partner. Never leave a meeting without asking them to join you or setting up a follow-up date!!!**
- If your prospect is not interested in either becoming a Customer or Social Business Partner, ask if you can follow up in 3 months to stay in touch with them and keep them updated. Ask if they know anyone who might be open to learning what you have to share to help you complete your 20/20 blitz.

STEP 5: Make sure to get your new Social Business Partners on the Saturday Live Welcome and Launch Zoom at 10:00 CT, North America, (11:00 AM AUS/NZ) on alovea.live. This live training is also a great step for those on the fence of joining as a Social Business Partner.

***Follow-up Process: This 5-Step Process is action-orientated to help you find people open to what we have to offer and the problems we can help solve. Some will come out of the funnel as new customers or SBP's quickly, and some will take some time. Therefore, follow-up is KEY!!