

# KRUEGER BUSINESS TEAM

## VIRTUAL VOLUME EVENT FOLLOWUP

### CHEAT SHEET



#### FOLLOW UP QUESTIONS

- **IBO - What products would you be interested in ordering today? We have XYZ incentive that if you order right now you'll receive XXXXXX product**

Customer Answer	IBO Response
Yes, I'd like to order today	Great! You should have received an email with the link to my website and to create your account. Can you login and I can help you add the correct products to your cart?
Not right now, I'd like to try ABC products first.	No problem - I'll send you some samples of ABC right away! And then when's an ideal 20 mins sometime next week we can connect so I can follow up on how you like it?
No, I'd like to think about it first and look over everything.	No problem - Would you mind, then, if I just followed up with you in a few days to see what questions you might have by then?

- **IBO - Are there any additional products that you'd be interested in sampling?**

Customer Answer	IBO Response
Yes, I'd love to try _____.	Great! I'll ship them out to you right away.
No, not at this time.	Cool - well if you think of anything you'd like to try later, definitely let me know and I can send you those products right away!

- **IBO - What additional product areas would you be interested in learning more about if we do another webinar?**

Categories
Nutrilite Vitamins & Supplements / Amway Home Cleaning Products / Artistry Skin Care & Makeup / BodyKey Weight Loss / XS Sports Nutrition