



6 Simple Steps to Sharing **YOUR FAVORITE** Mannatech Products



We're here to make sharing simple!

The resources referenced in this document can all be found by going to
<https://us.mannatech.com/tools>

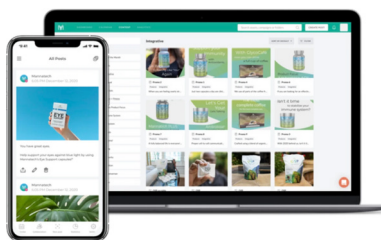


STEP 1

Create Product Awareness

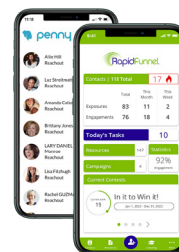
Getting the word out begins by sharing products with your past, current and prospective customers and Associates.

RECOMMENDED TOOLS



Social Media Studio

Select from Mannatech created social posts, or design your own, then calendar these posts to be automatically sent by Social Media Studio.



Prospecting Using Scripts

Share products with others using our compliant and ready-to-go scripts that are available in the **Penny** and **Rapid Funnel** Apps.

Example Script:

Hey [insert prospect name],

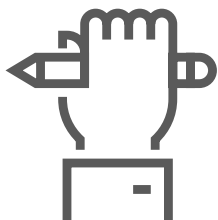
Good news! There's a new product that makes it **SUPER** easy to do what's good for your body. So, ditch the blender. Skip the clean-up. Superfoods Greens and Reds puts phytonutrients from 20 plant extracts, fruits and veggies in your drink, plus it's an excellent source of vitamin C and spirulina. Shakes up in seconds with a refreshing strawberry-kiwi flavor. It's a small daily habit with **BIG** results. Let me know if you'd be interested in ordering Superfood Greens and Reds! Talk soon!

[name]



Product Information Sheet

Set up your Penny App to share your favorite products. Locate and save your favorite Product Information Sheet or other resources at MannatechTraining.com. Then import these resources into the Penny app for future use in sharing via email, social media, or text.



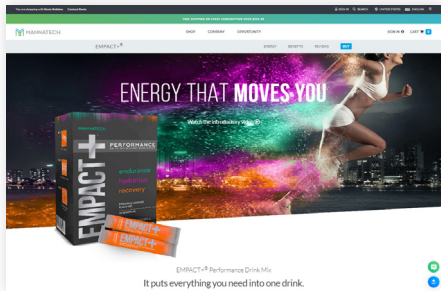
Create Your Story

Facts tell, stories sell! Share your experience with the product and express your excitement about the possible product benefits.



STEP 2

Anyone who responds favorably and/or asks questions about your product suggestion deserves follow-up contact from you.



Personal Mannatech Website (PMW)

Use Penny app to send a link to your PMW where interested parties can read more and then buy.



Overview Video

Share a video link of the products by importing your favorite videos into the Penny App. Videos can be located at <http://us.mannatech.com/tools> or at library.mannatech.com.

Scripts

Follow up with people you contacted in Step 1. We have created scripts to help you. Visit the Rapid Funnel and Penny apps for more script ideas.

Example Follow-up Script:

*Hey [prospect name],
Hope your day is going fantastic! Just wanted to circle back with you to see if you had any questions about our tasty, convenient, on-the-go EMPACT+ slimsticks. Let me know if you'd be interested in trying it out and I can go ahead and place an order for you.*

Talk Soon!



STEP 3

Educate the Customer

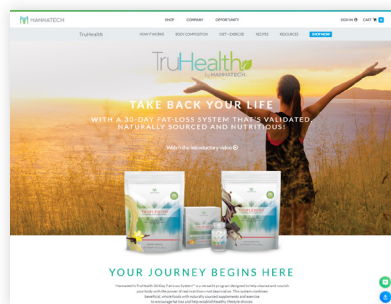
If they're not quite ready to buy, share additional materials that provide more information and education about the benefits of the product.

AVAILABLE TOOLS



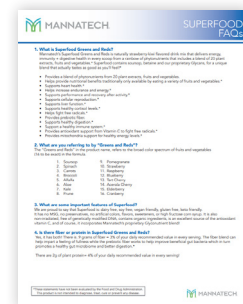
Good Science. Good Sense. Newsletter

Search the newsletter archive and find the topic or product that relates to your customers interest and share the link.



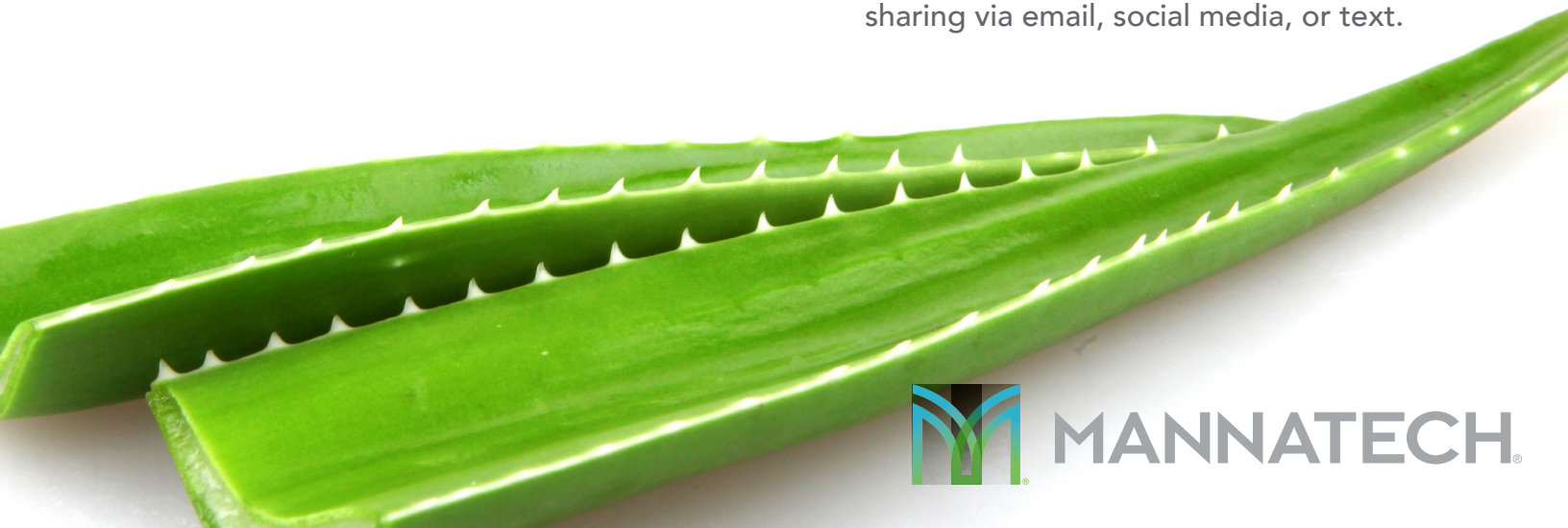
Product Landing Page

Share the link to the informative product page -
<https://us.mannatech.com/products/weight-fitness/truhealth/>



FAQs

Set up your Penny App to share your favorite products. Locate and save your favorite Product FAQ or other resources at MannatechTraining.com. Then import these resources into the Penny app for future use in sharing via email, social media, or text.



MANNATECH

STEP 4

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When customers object to buying, it is often because they do not really understand the benefits, or they are afraid of making a mistake. If this happens, acknowledge the objection and seek to understand what additional information they may need to feel comfortable in moving forward. Once you have overcome the objection, be sure to ask again for the sale.



Satisfaction Guarantee PDF

Share this compelling document (PDF) explaining the 90-day guarantee (180 days in North America).

The Power of Mannatech Patents

Direct prospective customers to this online resource providing full details about the more than 140 patents that have been issued to Mannatech in the past 28 years - <https://us.mannatech.com/our-story/patents/>

STEP 5

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Ask for the Order

Asking for the order is natural and easy when you follow the six no-pressure closing steps for selling all Mannatech Products.



STEP 6

Follow-up/Retention

Most of the time, "no" just means "not yet." You should continue to communicate important benefits of your product to your potential customers. Gentle reminders of other peoples' experiences with the product could turn today's "no" into tomorrow's "yes."

TOOLS FOR FOLLOW-UP/RETENTION

Retention and Follow Up with Penny

Use Penny to create periodic follow tasks with prospects who have not yet purchased the product.

Product Upsell and Differentiation

Follow up via Penny with your customers about their experience and improvements they feel as they take regularly add Mannatech products to their health regimen.

OTHER TOOLS

Need additional tools to help build your business with various product offerings?
Check out these other resources:

- <https://library.mannatech.com/>
- MannatechTools.com
- MannatechScience.org

- MannatechTraining.com
- AllAboutMannatech.com

Remember, sharing product benefits can be easy when you use the proper tools in the correct way, and ask for the order!



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