



CEO SOCIAL

PART 2 - Getting Started

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GET CONNECTED

Many of our meetings happen through video conferencing on zoom. Go to zoom.us and create a free account to start connecting with us!



HOW TO INVITE TO THE OPPORTUNITY ZOOM:

I have a friend who is an industry insider who got wind of a company that did \$2.5 billion and just came to North America. Do you want to check it out with me tonight?

I heard about a new Korean Skincare brand that did \$2.5 billion and just came to North America. Do you want to check it out with me tonight?

I heard about a company that did \$2.5 billion in one country and just came to North America. Do you want to be a fly on the wall and check it out with me on a zoom tonight?

Hey what are you doing tonight? (wait for answer).
I heard about a new Korean Skincare Brand where you can get paid to be an affiliate. Want to check it out with me? If not, no big deal!

GET SOCIAL ON SOCIAL

Grow your business on social media by following this basic formula

- Add 5 new friends a day on Social Media
- Comment on 10 Social Media posts a day
- Comment on 10 Stories a day
- Ask 3 people a day if they are open to the business

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ADD 5 NEW FRIENDS A DAY

If you have **LESS THAN 500** friends on Social Media, ADD 5 new friends a day and you will never run out of people to talk to. Think of it this way, you add 5 people a day for 1 year. This is 1,865 new people to talk to. If you have MORE THAN 500 friends, lets network with who you know!

Do you think we could find a few of them who would be interested in our products or in a system that teaches them how to earn money online? Of course, we could!

Here is how to find new friends to connect with:

- Search Facebook groups for hobbies you like
- Search hashtags on Instagram
- Friend followers of public figures you like to follow



*Pro Tip: Never send and never receive a friend request without starting a private conversation.

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COMMENT ON 5 STORIES A DAY

Let's start some conversations. Social media makes is so easy with "stories". Comment on 10 stories a day.

This should be easy and fun. You are not trying to sell them. You are simply commenting on their stories which will begin the conversation. Just be real, authentic and have fun!



10 COMMENT ON 10 POSTS A DAY

The more you engage with people on social media, the more they will see your content in their feed. Comment on 10 posts a day.

You want these 10 comments a day to be with new people who you want to work with.

*Pro Tip: Make a “Dream Team” list. Think of 10-20 people you would love to work with. Search their names and comment on their posts. After you do this once or twice, you will notice that their posts will begin showing up in your news feed. This makes it even easier for you to stay in touch with them and to start conversations with them.



3 INVITE 3 PEOPLE A DAY TO LOOK AT THE INFORMATION

If you want to work this part time, ask 3 people a day if they are open to the business. If you are working towards full time goals, ask 10+ people a day if they are open to learning about Riman using the scripts in Part 1!

You may be asking, “When is the perfect time to do that?” The truth is, there isn’t a “perfect” time. Each relationship is different. Don’t overthink it. You can still maintain the relationship whether they are interested or not. “No”, typically means, “not right now”.

Use the business scripts from Part 1 of the Getting Started Kit on page 12 by clicking here: www.socialceo.info/go to help you reach out to people. Below are some additional scripts you can use...



HOW TO TALK TO CUSTOMERS ABOUT THE BUSINESS:

Choose one of the scripts that matches your personality.

Hey I know you saw great results on the products. Pretty much everyone that tries it sees results in 5 days and won't go without it. Are you open to hearing how I make money sharing a link for it?

I know you were stressed about ____ if I could show you how to make some extra income each month by sharing affiliate links, would you want to know?

Thanks for referring your friend! Question... am I getting paid on this or do you want to? Are you open to hearing how you can make money from her order?

Hey! I saw you share a link for that item you bought from Amazon. I used to do that too but Amazon only pays 3% and I found a company that did 2.5B and just came to North America that pays up to 45%. Do you want me to send it to you?

Hey Korean Skincare is trending everywhere right now. Are you open to learning how to get your own affiliate link to share with others and get paid for it?

HOW TO TALK TO COLD MARKET ABOUT THE BUSINESS:

Choose one of the scripts that matches your personality.

Hey I know we don't know each other. I see you're an entrepreneur. I thought you might want to know about a company that did \$2.5B in another country and just came to North America a few months ago. Are you open to hearing about it? If not, no worries.

Hey I know we don't know each other that well. You may not know this, but there is a \$2.5 Billion dollar Brand that just launched in North America a few months ago. Are you open to hearing more about this? If not, no big deal!

Hey I know we don't know each other. We happen to work with a lot of <insert occupation> and show them how to make extra money online without interfering with what they're currently doing. Is that something you would be open to hearing about? If not, no big deal.

Listen, I partnered with a brand that did \$2.5 billion and just came to North America. You might be the right fit for them. I have to run, but this is something you can do in addition to where you're at. If you're interested in learning more, write down your information. I'll try to follow up with you tomorrow. I'm pretty busy, but I think you would do a great job.

FOLLOW UP

People say “NO” because they don’t “KNOW” enough.
48% of people never follow up with a prospect.

WHY WE FOLLOW UP

- 2% of sales are made on the 1st contact
- 3% of sales are made on the 2nd contact
- 5% of sales are made on the 3rd contact
- 10% of sales are made on the 4th contact
- 80% of sales are made on 5+ contacts

"I had serious doubts if I could do this... It took me 8 MONTHS to say yes! I'm so grateful my friend kept following up with me! I was able to supplement my income during a health condition that kept me from working at the hospital as an RN." -Amber

HOW TO FOLLOW UP

If you have previously sent information it’s always good to “revive the message.”

This can be done by saying the following:

PRODUCT:

- Hey I wanna apologize I haven’t had a time to follow up with you! Were you able to open the link and view that video?
- Did you have any additional questions about [name of the product]? Totally cool if not!
- Hey, sorry I've been busy and I'm just now following up! Did you want to grab this before the sale ends today?
- Look at this picture that my friend just sent me, these are her results after xx days!
- Hey, sorry I've been busy and I'm just now following up! I'm putting in some orders now... do you want me to add you to it? If not, no big deal!
- Hey [Name], I just wanted to reach back out and make sure I got you enough info to make a decision, did you need anything else? If not, no worries!

BUSINESS:-

- Hey I wanna apologize I haven’t had time to follow up with you, how are you?
- Hey let me know if you decide this isn’t a fit for you. Totally cool if not and wish you the best either way.
- I wanted to make sure you got my message? I’m busy talking with a lot of people but wanted to make sure I got back to you and help you out.
- It sounds like this isn’t something that’s a fit for you. But I wish you the very best and good luck to you!

Think of closing as moving in phases. 2% will sign up on first exposure... 80% will sign up on 5+ exposures. If you would like to learn more about how to recruit more people into your business read about closing strategies, click [HERE](#).

(PS... If you are feeling overwhelmed... guess what – you don't have to do any of this yourself! You can put your prospect in a group chat with an upline and let them handle what to do next!

WHAT DO YOU DO?

What do you say when people ask, "What do you do?" You can choose to reference the business or products. It's up to you! You can also change what you say depending on who you're talking to. The basis should be: I help _____ with _____. Here are some examples!

I help people make extra money online without interfering with what they already do.

I partnered with a brand that did 2.5 Billion and just launched in North America a few months ago.

I help people make extra money off their social media without interfering with what they already do.

I work with an e-commerce company that just launched in North America a few months ago.

ACTION STEP CHECKLIST

- Get connected on the weekly team calls (page 3).
- Follow the Get Social on Social Formula each day (page 4 & 5).
- The fortune is in the follow up! Follow up with people you've already reached out to using the scripts provided (page 7).
- Congratulations for completing PART 2! Print your Certificate by clicking **HERE** then take a picture with it and post it in the FB group so we can celebrate you!
- For additional resources to help you build your business, check out the Guides section in our Facebook groups here: www.socialceo.info/fb

