

# The USTA

A DIRECT SELLERS **GUIDE ON WAYS TO ASK** JUST ABOUT ANYTHING





Is that you?

I ve found that when we're intentional about asking business-changing questions to our friends, hosts, customers and top followers... business changes!! And with these changes comes the confidence to keep asking over and over again!

Can't wait for you to flip through this guide, plan out your next steps and then see you confidently "JUST ASK!"







## THREE THINGS TO KEEP IN MIND BEFORE YOU START ASKING!

DOI

KNOW THIS WE SHE

KNOW

PERSON

TALKED

WELL?

WELL?

DOES SHE

KNOW

WHAT

WELL?

2 When you start to send messages, he sure to use he'r name!



3 CONSIDER SENDING THESE QUESTIONS THROUGH VOICE MESSAGING OR EVEN MAKE HER A VIDEO!



ASK THESE PEOPLE TO JOIN MY VIP GROUP

ASK THESE
PEOPLE HOW
THEY LIKE
THEIR RECENT
ORDER

ASK THESE PEOPLE IF THEY WANT BIZ INFO

ASK THESE PEOPLE TO ATTEND A PARTY

ASK THESE PEOPLE TO HOST

**NOTES:** 



CLARIFY ANY
BUYING/BOOKING
RESERVATIONS
FROM THESE
PEOPLE

ASK THESE PEOPLE FOR REFERRALS FOLLOW-UP WITH THESE PEOPLE AFTER A RECENT BIZ CONVO

ASK THESE PEOPLE IF THEY D LIKE PERSONAL PRODUCT SUGGESTIONS

ASK THESE
PEOPLE FOR A LIST OF
THEIR TOP IO
FAVORITE PRODUCTS

NOTES:

# The JUST ASK PLANNER

BRAINSTORM IN THE SPACES PROVIDED THE DIFFERENT PEOPLE YOU CAN ASK!

ASK THESE PEOPLE IF THEY HAVE ANY FUNDRAISING NEEDS

ASK FOR A
PRODUCT
OR PARTY
REVIEW FROM
THESE
PEOPLE

ASK THESE
PEOPLE
IF THEY D LIKE
A BUYING BONUS

ASK THESE PEOPLE IF THEY ARE INTERESTED IN ORDERING ASK THESE
PEOPLE WHAT
THEY'D LIKE
TO SEE
MORE OF

NOTES:

# The JUST ASK GUIDE

CHOOSE VERBAIGE FROM THE SUGGESTIONS BELOW TO SEND TO ASK YOUR FRIENDS, CUSTOMERS, HOSTS AND TOP FOLLOWERS!

## HOW TO ASK PEOPLE TO JOIN YOUR VIP GROUP

#### **OPTION I**

Popping in to see if you'd like a chance to win a special prize I'm giving away next week! If you like (name three things your group is all about) you'd love this lil' corner on Facebook! Holler if I can send you the link!

#### **OPTION 2**

I think you might want in on this. I've curated a space all about (name three things your group is all about) and I really think you'd dig it! Can I send you an invite now so you can get in on a special prize I'm giving away next week? Just let me know!

#### **OPTION 3**

I just realized I have not invited you to my group yet!!

OMG. It's a space to learn more about (insert company name) products. I'm doing a fun giveaway this month for new members. Can I send you the link to join us? (I see you nodding.)

# HOW TO ASK PEOPLE IF THEY LIKE THEIR RECENT ORDER

#### **OPTION I**

Do you just love your (product)? Let me know what you think, ok? And don't forget to snap a pic and share it in the Facebook group!

#### **OPTION 2**

I'm not stalking you, but I definitely stalked the goods you ordered and I see they've arrived! YAY! I've been dying to hear whatcha think!! Tell me! Tell me!

#### **OPTION 3**

Just checking in to make sure you'd had a chance to try your goodies. Excited to hear what you think!

## HOW TO ASK PEOPLE IF THEY WANT BIZ INFO

#### OPTION I

You were asking some really great questions about (company name)!! I'm touching base to see if you'd like to hear more. (crossing my fingers) @

#### **OPTION 2**

I know how much you love (products they order often/what you sell) and I was thinking about how awesome it would be if you had a discount like mine! Want to chat about it?

#### **OPTION 3**

Thank you for being a loyal customer! I'm offering a gift this month just for chatting with me about my (company name) business. Would you be willing to meet for a virtual coffee to learn more?

## HOW TO ASK PEOPLE TO ATTEND A PARTY

#### **OPTION I**

I'm having a very exclusive shopping event next week and get to invite my coolest friends. Can I send you an invitation and a coupon to use that night?! (I see you nodding.)

#### **OPTION 2**

Calling all my fav party people! Yes, (Name) that includes you! I've got a bash planned for (date and time of event) filled with games, (what you sell), and PRIZES! Want an invite to check it out?

#### **OPTION 3**

Whatcha doing next
Thursday night? I'm
hosting a little virtual get
together to share some
fun products for (insert
season - winter, spring,
etc) and have a few prizes
up for grabs! Interested in
checking it out?

## HOW TO ASK PEOPLE TO HOST

#### **OPTION I**

You mentioned you'd like to place an order but I got to thinking, maybe you'd prefer doing a party so you can get it for free?

#### **OPTION 2**

I've got a special going on and I know how you like your deals! U I've got (available party dates) open. You want one? Here's the bonus that's up for grabs!

#### **OPTION 3**

It's a new year and know what that means????? Nothing!!! 'Cause it's still 30 degrees! But... warmer weather is coming and you can't (wear/use) our winter stuff in the spring!! 'I got you. I'm not sure what you're up to next month, but what would you say to getting a few ladies together either in person or on FB?? Up for it?

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CHOOSE VERBAIGE FROM THE SUGGESTIONS BELOW TO SEND TO ASK YOUR FRIENDS. CUSTOMERS. HOSTS AND TOP FOLLOWERS!

HOW TO ASK **PEOPLE ABOUT** BUYING/BOOKING RESERVATIONS

#### **OPTION I**

Whatcha thinking about \_?? I don't want you to feel like I'm stalking you about it. but don't want you to think I'm ignoring you either! 😉

#### OPTION 2

So I gotta know... what's stopping you from hosting?

#### OPTION 3

I totally understand that this week may not be a good time for you to order. Would next Friday work better? If you'd like. I'm happy to process your order then.

## HOW TO ASK PEOPLE FOR REFERRALS

#### **OPTION I**

I've got a \$5 Starbucks gift card up for grabs... Who do you know that might like to peek at the new goods I've got and that wouldn't be weirded out if vou introduced us? LOL!

#### **OPTION 2**

Know any gals that may enjoy (the product you sell) as much as you? (I am starting a new referral program with some awesome perks!)

#### OPTION 3

Are you friends with anyone who's really into (product type - i.e. fragrance, skincare, makeup, books, kitchen tools, etc) and who you think might be interested in hanging out with us over in (name of your group)? (I am starting a new referral program with some awesome perks!)

### **HOW TO** FOLLOW-UP WITH PEOPLE AFTER A RECENT BIZ CONVO

#### **OPTION I**

Loved meeting you at \_. Thanks so much for complimenting my (insert product). Here's a link to my group and a coupon... Forgot to mention that when we were chatting! If you see a lot you love, don't buy it, let me give it to ya. It's easy. 😉

#### OPTION 2

It was a pleasure chatting with you earlier! I know life can get crazy QUICK so I'd thought I'd forward the info we talked about before either of us forgot. 😂 Here is the link to my VIP group to hang in and a coupon in case you see something you love!

#### OPTION 3

So great meeting you at . As promised, here is a link to my Facebook group so you can learn more about the products and so we can get to know each other better too. I have a special coupon for you if you see anything you just gotta have!

# IF THEY'D LIKE

#### **OPTION I**

I have a great list I can share with you that highlights our top sellers. It's a great place to start if you're overwhelmed with all the goods!! Hold tight! I'll snag that and send it on over!

#### OPTION 2

I know shopping a catalog full of awesome stuff can get a little overwhelming... Would you like me to make some personal suggestions for you?!

#### OPTION 3

I love offering a personal shopping service. Let me know if I can make a few recommendations for you.

## HOW TO ASK PEOPLE FOR A LIST OF THEIR TOP 10 ASK PEOPLE FAVORITE PRODUCTS

#### **OPTION I**

I'd love to know what you think... Would you peek through the catalog and send me screenshots of what you think are the must haves? I'm working on a post idea and your opinion is one I definitely want.

#### OPTION 2

I have a serious auestion.... If you could only have 10 products out of our current catalog, what would they be?! Hard to choose right? Knowing your favorites will make happy mail easier!

#### OPTION 3

I'm currently putting together some fun bundles to showcase my (company name) products at upcoming parties. Would you take a peek at my online catalog and let me know your top 10 faves?

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#### HOW TO ASK PEOPLE IF THEY HAVE ANY FUNDRAISING NEEDS

#### **OPTION I**

Our host benefits can totally be used to help you fundraise! Is there a charity/cause or even a friend in need that could benefit or enjoy what you'll earn?

#### **OPTION 2**

Do you know anyone that's looking for a fundraising idea? (I've got a monthly goal to donate my profit to a group who has a fundraising need and I have a spot still open for (month).) The average group is raising about

#### **OPTION 3**

My goal this year is to donate my commission to teams looking to fundraise. Do you know any groups looking to raise money for equipment or a trip?

# HOW TO ASK FOR A PRODUCT OR PARTY REVIEW

#### **OPTION I**

(She tells you that she loves what she ordered.) Thank you so much! Isn't it fabulous? I'd love to share your review so that others can hear what you think! Are you cool if I share it in my group?

#### OPTION 2

Your party was fab! Thank you! Would you be willing to share with me what you loved or what you loved-less? Let it all out!!! LOL!!!

#### **OPTION 3**

I'm always looking for ways to enhance my party experience. Would you be willing to share what you loved or did not love about (host's Name) party?

(Consider linking a survey for them to quickly click through)

### HOW TO ASK PEOPLE IF THEY'D LIKE A BUYING BONUS

#### **OPTION I**

You qualify for tonight's shopping special! (Cue the confetti!) This offer is good until midnight tonight! (Send offer) Let me know what you'd like to add and I'll hook ya up!

#### **OPTION 2**

I LOVE your shopping cart! You picked out some of my favs AND you qualify for my shopping special! (Insert buying bonus deets) The offer is good until (exp. date/time). Give me a shout when you're ready to check out and I'll take care of all the rest.

#### **OPTION 3**

You picked some really awesome goodies from my site and you qualify for my shopping special! (Insert shopping special deets) The offer ends tonight at midnight, so just holler when you are ready to check out.

#### HOW TO ASK PEOPLE IF THEY ARE INTERESTED IN ORDERING

#### **OPTION I**

I'm following up before the shopping special ends tonight! Don't have time to order online yourself? I got you. Just screenshot what you want, send it on over and I'll get it ordered. I just need to know which is easier for you... PayPal or Venmo?

#### OPTION 2

Thank you for partying with me! I just wanted to pop in and see if you had any questions since the shopping special is ending soon!

Lost coupons are a sad thing and I want to make sure you receive the best deal possible.

Holler at me before 8PM tonight and I can take care of

#### OPTION 3

everything for you!

Just wanted to check in before (the party closes, sale ends, etc) to see what questions you had and see what's on your wishlist. I offer personal shopping and would love to take care of your (insert product type - i.e. fragrance, skincare, makeup, books, kitchen tools, etc) needs.

### HOW TO ASK PEOPLE WHAT THEY'D LIKE TO SEE MORE OF

#### **OPTION I**

Happy New Year, (Name)! I love your input in the group (thank you BTW!) and am coming to ya to see if you'd be willing to help me. If there was something that you'd like to see in the group that's

#### OPTION 2

I am always looking for ways to better serve my peeps. I treasure your opinion and was hoping you might give me some insight! What would you like to

What would you like to see more of in the VIP group?

#### **OPTION 3**

Thank you for being an active member in my group. It means so much to me! I'd love to pick your brain on what you love about the group and what you'd like to see more of in the future.



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	NAME	QUESTION  ASKED TO HOST, ASKED TO ORDER, ASKED FOR REFERRALS, ETC.	CONTACT  FB. TEXT, EMAIL, CALL	RESPONSE	NOTES
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## amanda todd

••• YOU DOT THIS •••

Amanda Todd is "Chief Dot Connector" over at You Dot This-- the hub for tips, tools, training and resources for direct and social sellers.

You Dot This helps you connect business dots so that you can grow a solid, momentum-filled biz no matter what your goals are or what you sell!

