



# Team-building seeds

Team-building seeds are quick things you can say to generate interest in others to join Norwex. Drop these seeds everywhere! The best part is you don't have to know everything right away – just start sharing!

## Your story:

- The best Team-building seed is YOU! What excited you about joining? Share that!

"When I first heard about removing chemicals from my home, I was hooked! I opened a Consultant Account and quickly realized the business side of Norwex was too good to resist! Not only am I impacting my family's health, but we're helping reduce harmful chemicals in the environment too."

## To Host:

"Has anyone ever talked to you about the business side of Norwex before?"

"Hey (name), I saw your post about how expensive (groceries, cost of living, etc.) is and I totally get it! I wanted to ask if you've ever thought about using your love for Norwex to earn extra cash? It's been a huge help and blessing to our family during this season of increasing costs. I would love to chat more if this is something that could be helpful."

"Are you opposed to me sending you some information about the business end of Norwex? We can chat to answer any questions you might have . . . I'm an open book!"

## At events, demos & parties:

- Use the Share Cards to get the conversation started.

"If you're excited about Norwex by seeing what I do, I'd love to share a little info with you about opening a Consultant Account; what do you think?"

"If you love everything I've demoed, consider doing what I do. Norwex is very generous to its Consultants when it comes to earning free products."

"There are three ways you can get our fabulous mop:

1. Purchase it now; it's worth every penny.
2. Decide to host your own event like (Host name) and get it for free or at a significant discount.
3. Do what I did. Become a Consultant and get it for free in your Starter Kit."

## Follow-up:

- The best way to connect is through a phone call or voice message so they hear your voice and excitement.
- If you send samples, follow up. You've put Norwex in their hands; check in to see what they think or what questions they might have.

"What would an additional \$100 every month mean for you and your family?"

"I love your passion for our Mission and products. You're the kind of person who's perfect to share Norwex."

"I know you're crazy passionate about keeping chemicals away from your kids and out of your home. I don't know if this is for you or not. If so, great! If not, do you know someone else who might be interested?"