

ABN naturals

facebook groups
**NETWORKING &
SELLING**

LAUNCHING YOUR
BUSINESS GUIDE
2018

IMPORTANT

Before joining the types of groups discussed in this presentation, make sure that you're motivated and very strong in your belief in Heart & Body Naturals and the products. People will reach out and try to recruit you, but if you want to be successful in any company you need to focus and put your efforts in one place.

If you're looking for long-term residual income, you need to put in the time and not be tempted by every new opportunity that promises quick and easy money. Because honestly, there is no such thing. You also need to be strong in your belief for recruiting and selling in these groups. If you don't wholeheartedly believe in the products, why would anyone else?

NETWORKING & SALES GROUPS

Facebook groups have many available features (search, stories, events), especially if you are an admin or creator of the group. But joining and using groups effectively can help you advance your business without the extra headache of running your own group.

There are tons of networking, marketing, and sales groups. Many people post in these types of groups looking for specific kinds of products or wanting to join a business. Responding to those people can help you create leads and even gain new customers.

**Before joining a group measure it against a few key criteria:
Are members active? Is there a good description? A lot of spam?**

HOW TO FIND THESE GROUPS

To search for groups go to your Facebook Home Page (the screen you see when you first login) and on the left side click “Groups” under the “Explore” section. This will take you to a screen where you can search your groups and the groups your friends are in, as well as discover new groups recommended by Facebook based on your friends and interests. You can do a targeted search for groups from this page by entering keywords into the search bar based on the type of groups you’re looking for.

We are focusing on networking and sales groups in this presentation so keywords you might use in your search would be:

NETWORKING: Network Marketing, DS, Direct Sales, MLM, Networking

SALES: Direct Sales, Shop Online, Shop, Yard Sale No Rules, Sales

RULES

- 1
- 2
- 3

KNOW THE RULES

ONCE YOU'VE BEEN ACCEPTED INTO A GROUP MAKE SURE YOU READ THE PINNED POST AND GROUP DESCRIPTION.

It's very important when joining a new group to learn the group rules and what the group is about. If it's a network marketing group or yard sale group there are usually guidelines and rules.

Some groups may require that you state the business name in your post, or not include affiliate links in your post. Some groups may not allow Direct Sales company products to be posted at all.

These kinds of things are important to know so that you can decide whether a community will work with the way you want to market, and so you know how to best present your posts and information in those groups.



SALES GROUPS

SELLING ITEMS & PRODUCT RELATED POSTS

You can use sales groups to sell any product you have on hand or post about the products and the price and when someone is interested private message (PM) them with information on how to purchase through your replicated website. You could also post an event like a 90-Day Slimmer Challenge. (Ask members to PM you for entry and participation info.) Many groups have strict rules about direct sales, so make sure you read the rules; some only permit direct sales posts one day a week, and some don't allow it at all. But there are many "No Rules" sale groups that you can post in about the products.

Many people in groups accept only cash, but you can join groups and ship the product you have on hand if you have a PayPal or Square Cash account as both of these let you send invoices by email, and once they're paid you can ship out the order! Facebook also has an option to request money. Both PayPal and Square Cash offer credit card readers for smartphones that could be helpful when selling products at vendor events as well!

REMEMBER... when selling HBN products online or in person you cannot sell for less than the wholesale price. If you are messaging your website link for people to order from, you don't have to worry about accepting money or shipping as all of that is handled by the company through the website.

POST EXAMPLES

This is a good option for getting more organic vegetables and fruits in picky eaters. Not just for the kiddos, I use it in my protein drink everyday.

Click on join to set up a free customer account. You will get best price (same price I pay!)

PS. Message me to see if you qualify for a \$25 gift certificate.



NOURISH superfoods & sprouts | Heart & Body Naturals

NOURISH Superfoods & Sprouts is an organic, non-GMO, live whole food supplement that your kids will feel and love! In fact, we're not quite sure who will...

HBNATURALS.COM

and 4 others 2 Comments

Like Comment Share

Have you been curious about Heart & Body Naturals??

---> DID YOU KNOW... we have sample packs available??

What can HBN do for YOU!?!?! Pssst...these are only the beginning 😊 (Link in the comments!)

- ♥ Reduce inflammation!
- ♥ Improve your energy!
- ♥ Sleep better!
- ♥ Feel great!



and 2 others 1 Comment 1 Share

Like Comment Share

I know most everyone has heard of losing weight with Green Coffee Bean Extract. Heart & Body Naturals put it in the Slimmer along with other pure natural ingredients.

Ask me for a \$25 discount code on a bag of Slimmer.

Green coffee bean extract, 50% chlorogenic acid and less than 2% natural caffeine.

Green coffee beans have not yet been roasted, and they contain a higher amount of the chemical chlorogenic acid.

This chemical is thought to have health benefits.

For high blood pressure, it might affect blood vessels so that blood pressure is reduced.

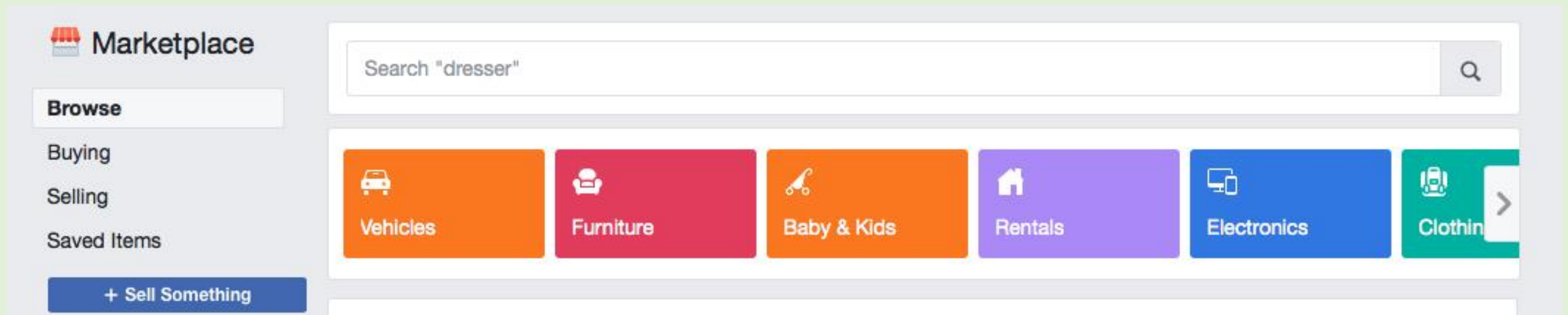
For weight loss, chlorogenic acid in green coffee is thought to affect how the body handles blood sugar and metabolism.

#HBN #hb naturals #nourishwithrealfood #100percentrealfood #greencoffeebeanextract #weightlosswithoutstimulants #discountcode #justask



and 1 other 1 Comment

Like Comment Share



FACEBOOK MARKETPLACE

Facebook also has a Marketplace feature similar to Craigslist. The above example is from a desktop; on a phone or device you'll see the Marketplace icon in your Facebook notification bar near the top of your screen. Start a listing, adding a description and photos. **NOTE:** Facebook will not approve phrases like "weight loss" or "health products", so make sure you use specific wording to get your listing approved. Use keywords like HBN, HBNaturals, MBS, superfoods, and the price; do not sell for lower than the Wholesale Pricing.

Marketplace gives you the option of posting in multiple groups at one time as well as in the main Marketplace area. Posts in the Marketplace can be boosted back to the top after 7 days. Marketplace offers options to message the seller, so when you get people who are interested just message them to find out exactly what they're looking for and direct them to your replicated website.



NETWORKING GROUPS

ENROLL MEMBERS & OPPORTUNITY RELATED POSTS

Networking groups are all over Facebook, and you can use them to find new enrollments and leads. Many people post ads for their business opportunity and people comment if they'd like more information. You can do that and get a few new members, but we've found the most effective way to use these groups is to comment on posts where people are looking for a way to make money from home. Posts are made daily where someone is looking for an opportunity and will share the amount of startup costs they can afford or what kind of business they are looking for (makeup, clothing, health/wellness, etc.). Make sure to read the post and give them as much of the information they are looking for as possible.

Once they ask for more information or message you, you can then go into the details and use the ATM Method to answer their questions. If you have a team group you'll want to add them to that as well so they feel the sense of community and support when they're just starting out!

POST EXAMPLES

😊 I can't believe the results & testimonials flooding in with this new company!!
~IT'S EXPLODING RIGHT NOW FOR BOTH CUSTOMERS & ENTREPRENEURS!~ *ALL NATURAL *GLUTEN FREE *100% ORGANIC
----> Reduce inflammation, lose weight, lower pH AND get all your superfoods in convenient shots or added to your favorite smoothies & recipes 😊
TRULY LIFE CHANGING! Achieve optimal health &/or wealth 'n cheers to YOUR total wellness! FREE TO JOIN 'N PAID DAILY! 😊
Take our free tour and see what all the hype is about!! 😊



Welcome | Heart & Body Naturals

We invite you to grab your free spot in the hottest POWERLINE MARKETING SYSTEM in the industry TODAY with exclusive products formulated by Alexandria Brighton, the original formulator for 2 billion dollar companies!

HBNEXPRESS.COM

1 other 2 Comments 3 Shares

Heart & Body Naturals is excited to launch one of the most Consultant-focused and consumer-driven incentive plans in the Direct Selling Industry.

Heart & Body Naturals offers a smart, realistic and attainable plan with seven generous ways to earn that allow you to work at your own pace.

The Heart & Body Naturals powerful Dual Infinity Plan helps you earn faster and more importantly, with less qualifiers, than other companies in the marketplace-whether you decide to create a full-time business or a part-time income.

Together, we are creating a culture that is truly enriching the lives of people around the world.

Make your FREE account and get started today!



Dual Infinity Plan | Heart & Body Naturals

At Heart & Body Natural we believe a simple but thoughtful Incentive Plan offers the best chance for you to supplement your income and obtain your goals.

HBNATURALS.COM

HBN has the FIRST EVER Dual Incentive Plan that pays Matrix & Binary commissions at the same time, on the same team plus 7 LEVELS OF MATCHING BONUSES, people who have never had success in the industry are making money faster and easier than EVER before.

Best of all, we can finally build something we can feel good about, that we know the products work, and the owners can be trusted. That's why so many are declaring #HBN4LIFE!



Dual Infinity Plan | Heart & Body Naturals

At Heart & Body Natural we believe a simple but thoughtful Incentive Plan offers the best chance for you to supplement your income and obtain your goals.

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NETWORKING GROUPS

TURNING COMMENTS INTO LEADS

Comment on posts that catch your eye. If someone is looking for an opportunity, SHARE! Make sure you don't comment on something that specifically states "No Health/Wellness" or anything along those lines. You don't want people to think you're just there to spam your link. You can also comment on people looking for specific products or services. Remember to share the BENEFITS of what the products do!

People will usually type "Info" or "PM me" if they would like more information. ***At that point it's okay to send them a private message.*** Be sure to ask them questions and get to know exactly what they're looking for before sending your link. You want to make sure they're a good fit for the company and that the company is what they're looking for.

DO NOT “COLD MESSAGE” PEOPLE! We all know how annoying it is to get a message from someone we don't know with a link we didn't ask for! Comment on their post asking them something, let them know you use a product and if you have photos of results (hair growth from NOURISH, weight loss using SLIMMER, etc.) you can add that to the comment, but do not post the company or product name publicly. When they ask, let them know you will be messaging them directly and then get the conversation going through messages.

DO NOT JUST SEND A LINK and say “Check this out”. Talk to them and then ask if you can send them to a page to find out more information. Send them to the product page and let them know about the recording or add them to the HBN group and tag them in a testimonial! This way you can get them information easily and provide validation for them from someone other than yourself that the product “works”. Using the comments in these kinds of groups is more effective than posting advertisements.

ALWAYS SHARE LINKS IN A PRIVATE MESSAGE; you don't want people to be able to Google and take you out of the equation!

BE HELPFUL

USING GROUPS TO NETWORK CAN GET YOU SALES AND CUSTOMERS, BUT THAT SHOULDN'T BE YOUR SOLE FOCUS.

If you see someone asking for help or looking for something, help them! Share a few tips.

If someone is looking for a company you don't represent but you have a friend or know someone who does, tag them! They'll appreciate the favor and lead, and might think of you in the future too!



HOW OFTEN TO USE THESE GROUPS:

You should participate regularly in 1-5 Facebook groups (you can adjust the number based on your own capacity). No matter what, we suggest posting at least ***3-5 of your own posts a week***. These posts should be actual content created specifically for each group and its members that they would find valuable.

You should comment/interact in groups at least 10 times per day. Go into the groups and find posts to comment on. Once you start talking to people you can send them a friend request or private message. But make sure you take time to reach out 10 times per day. This also includes shared content from your pages or using posts that you did not create specifically for that group and its members.