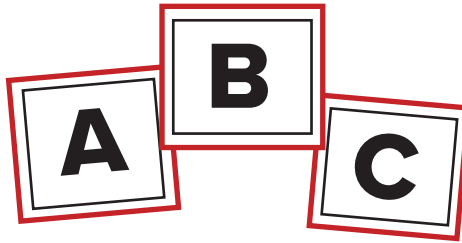




SIMPLE



BUILDING BLOCKS OF CREATING YOUR TEAM

A

PIQUE INTEREST

- 1.** Connect with your prospects and find out what their desires and needs are. Share with them what you've discovered through the Dream Team and how this can possibly be the solution to meet their needs.
- 2.** Depending on prepping status and interest:
 - If already prepped about why you're doing it and they're serious about exploring the opportunity (and if it's too long away from the live Zoom), then send the video of Lori's presentation (QR1).
 - If they are product or wellness driven, send either Dr. Dan's 16-minute overview video (QR2) or one of the recorded wellness talks (QR3). Live ones are on Thursdays, but if too far away from Thursday, send a recorded one.

B

AFTER ENROLLMENT

- 1.** Send the WHIPS Kit (QR2) and spend 10 minutes walking them through completion.
- 2.** Send recorded OPP and/or wellness talk if they have not yet watched it (QR1 and QR3).
- 3.** Send them the Comp Plan Training video (QR4).
- 4.** Plug into the system and teach them to invite guests to the live Zoom call (QR5).

C

ALWAYS FOLLOW UP

- 1.** Always be caring; always be closing.

QR1



QR2



QR3



QR4



QR5

