

START-UP

HOW TO HELP YOUR NEW RECRUITES PARTNERS TO SUCCEED

SIGNED -SO WHAT?

- DISCUSSING AIMS
- RULES OF CO-OPERATION
 - SETTING UP A PLAN
- MAKING APPOINTMENTS
- EVALUATE THE INTERVIEW
 - TRAINING
 - TEAM-WORK
- „HOMEWORK“

HOMEWORK -WHY?

- ACTING ASSURES
- BROODING IS DOUBTING
- START WORKING, DON'T FUSS AROUND

WHAT KIND OF HOMEWORK ?

- READ DOCUMENTS
- VISIT HOMEPAGE
- LISTEN TO THE AUDIOS
- WATCH THE VIDEO
- TEST THE PRODUCTS
- NOTE DOWN THE QUESTIONS
- SET UP A CONTACT LIST
- MAKE A SCHEDULE

DAILY PHONE CONTACT

- CALL DAILY DURING THE FIRST 2 WEEKS
 - SHORT CALLS
 - HOW IS HE/SHE FEELING
 - SHOW THAT YOU CARE

AFTERCARE TALK

- WITHIN 48 HOURS
- CLARIFY QUESTIONS
- PUT ASIDE DOUBTS
- STRENGTHEN THE DECISION
 - EXPLAIN THE FORMS
- ORDER PRODUCTS IF NEED BE
 - CHECK THE CONTACT LIST
- CALL PROSPECTS AND INVIE

MEETING IS A MUST

- NEWBIES NEED TO MIX WITH THE CROWD
 - FEELING SAFE IN THE COMMUNITY
 - NOBODY IS ALONE
- THE SAME STORY, TOLD BY SOMEONE ELSE
 - FIND MODELS

JOINT CALLS

- APPOINTMENTS ARE THE KEY TO SUCCESS
 - GIVE AN EXAMPLE
 - INTERVENE IF NEED BE
- DON'T GIVE UP BEFORE YOU APPOINTED 3 INTERVIEWS!
 - CONGRATULATIONS, THE HARDEST PART IS DONE!

JOINT EFFORT TO WIN CUSTOMERS

- THE FIRST CUSTOMER IS THE MOST IMPORTANT!
 - PROOF: THE BUSINESS WORKS
 - LET THEM DO -JUST BE THERE

JOINT EFFORT TO RECRUIT NEW DIS- TRIBUTORS

- 2-TO-1-MEETINGS
 - FIRST SHOW IT
 - THEN DO IT TOGETHER
 - THEN LET GO
- SPONSOR MEETING AT THE NEW PARTNER'S HOME
 - OFFER REGULAR OPPORTUNITY-MEETINGS

LET'S GO!

- AIM: INDEPENDENT DISTRIBUTORS
- DON'T WORK FOR THE NEWBY, BUT WITH HIM
 - ADMIT MISTAKES
- REMAIN IN THE BACKGROUND

You need more

- ONE BOAT MAY DECLINE
- THE NEXT STEERS FOR A SANDBAR
- ANOTHER MAY SAIL INTO THE CALM
- YOU MUST LAUNCH MANY BOATS TO REACH THE
DESTINATION!