

Getting Started Word Tracking

How exciting! You have made your first "Getting Started Contact List" and put a "star" by the top three people you want to travel the beaches of the world together. Your first goals from the Commitment Letter are to find your first 3 distributors and up to 5 customers.

This guide will help you easily talk to your peeps with confidence and jumpstart your business. We will teach you a few word-tracks and then you will share videos to share information.

Remember, you don't have to have all the answers. When questions come, and they will for sure, just say "Since I am new, I would like to get my business partner on the phone, so you get all your questions answered." Ready?

Sort your contact list into two types:

1. 90-day Customer

<p>"I'm starting a new business and I need a favor. I need some customer stories. I don't need you to be my customer for life, but I do need you to join me on a product journey for 90 days. Can I count on you to help me?"</p>
<p>What is it? What are you selling?</p>
<p>"If you could improve just one thing would it be weight, fitness, health, confidence (like hair, skin, and nails) or finances?" (Really Listen...)</p>
<p>"I would like to share some quick information that could help you achieve that. Is now a good time?"</p>
<p>I'm going to send you two short videos (90 sec) I will call you back in a few minutes and you can tell me which one best fits you.</p>
<p>Send TWO FYL Explainer Videos And if they mentioned finances, also send them the 90-second Limitless Opportunity video.</p>

2. "Who do you know?" - Referrals

<p>"I'm starting a new business and I need a favor. Who do you know that I could introduce my company to and help them get started by earning an extra \$1000 in the next 30 days?"</p>
<p>What is it? What are you selling?</p>
<p>Can I send you a 90-second video to quickly introduce you to my company?</p>
<p>Send Limitless Opportunity 90-second video.</p>
<p>What resonated with you in that video? Would you like to know more? Who do you know that I could help make money?</p>
<p>(Pending answers, either ask the "one thing" question, coordinate a 3-way call and share the 14-minute Biz Opp video 15 minutes prior, or get those referrals!)</p>
<p>Send TWO FYL Explainer Videos and/or set up your 3-way call. Do NOT share the Biz Opp video until 15 minutes before the 3-way call.</p>



Use your Upline on a 3-way call to answer all questions! Here is what you say:

"Since I am new, I would like to get my business partner on the phone to make sure you get the best answers"