

PROSPECTING GUIDE

NAME _____ PHONE _____

EMAIL _____ ADDRESS _____ CITY _____ STATE _____

PERSONAL INFO- NOTES ON THEIR (F)AMILY, (O)CCUPATION, (R)ECREATION, (M)ONEY/MOTIVATION

F _____

O _____

R _____

M _____

SIP to Success- WHEN A PROSPECT IS READY, (S)HARE YOUR STORY, (I)NVITE THEM TO VIEW PRODUCT AND BUSINESS VIDEOS, AND (P)RESENT THE OPPORTUNITY WITH THE HELP OF YOUR UPLINE IN A 3-WAY CALL.

FOLLOW UP – SIP, CONTACT MADE, 3-WAY CALL, CONFERENCE CALL, MEETING, MESSAGE LEFT, APPT, AUTO-SHIP PLACED, ENROLLMENT DATE, RANK ADVANCEMENT, PLACE IN 1-31 TICKLER BINDER

REFERRALS – BE SURE TO ASK “WHO DO YOU KNOW THAT I CAN HELP MAKE EXTRA INCOME, OR MEET A LIFESTYLE GOAL?”

RESPONSIBLE SPONSOR – ONCE YOU ENROLL A NEW CUSTOMER OR DISTRIBUTOR, YOUR WORK JUST BEGINS. HELP THEM TAKE PRODUCTS PROPERLY AND COMMIT TO 90 DAYS. HELP YOUR NEW DISTRIBUTOR JUMPSTART THEIR BUSINESS AND EARN ALL THE XPRESS AND RAMPUP BONUSES.

