



THE 5 STEP SYSTEM:

1. APPROACH

Keep it short and simple. Your job is to sort, not sell. Seek out those who are interested in learning more, offer to share information with them AND follow up after they've had a chance to review the information.

2. TOOL

Any tool (video / flat-sheet) you like best which could be shared by them, within minutes, to someone else without your being part of the process. Keep it simple and duplicable.

3. 3-WAY CALL

Let others answer questions for you, because that duplicates. Success isn't about your knowing all the answers; someone you're introducing needs to SEE they can do what you're doing.

4. LIVE EVENT

A live event (Zoom / Briefing / Luncheon) is where someone else presents the full company overview.

5. TRAINING

The best trained team wins! Every new Associate should follow the same process to get trained: Welcome To The Team, then follow steps outlined on the Get Connected section of this site.