

SUCCESS SYSTEM – THE FIRST 37 DAYS

- The Coaching Agreement and Establishing Effective Lines of Communication
- Launch your E-Commerce Business and Log In to your Back Office, set up Online Shop
- 1 x Accreditation Training (for home energy services)
- Sign up and how to use YBA Plus for Your Business
- Reason Why?
- How to get to ETT & ETL in 37 days (Compensation Plan)
- How to achieve Quick Start Bonus £
- How to get 40 Customer Points (to maximise Compensation Plan)
- Get Qualified (QTT) (6 points / 3 services) – Show Current Customer Point allocation
- Create Contact List - 100 Names and Numbers – identify Key Contacts
- Master Customer Acquisition Script to acquire Customers
- Master Script to invite to your Home Information Session (PBR)
- Contact the first 3 prospects straightaway
- Book 2 x Home Info Sessions (first 5-7 days) (second 7-10 days)
- Day 8 Payment for Licence

EVENTS – Training & Mindset

- Saturday Training (1st week)
- ETT Leadership Session (Must be ETT)
- Register for International Convention (Europe)
- Team Conference Calls
- Add to Team Rhino WhatsApp Group

SKILL Development Training

- Build List & Learn Scripts
- Prepare for your Home Info Session
- Create your Testimonial
- Do 1-10 Presentation
- 72-Hour Coaching Call with new IBO
- Importance of Confirmation Calls (+40-60% attendance)
- Learn Compensation Plan
- Close & Sort at a Home Info Session
- Use Customer Survey Form
- How to promote Events for your business