

SET UP A SUCCESSFUL LAUNCH, ROLE OF LEADER

Be prepared. Have your own laptop/tablet etc. with your own Internet source ready to operate.

Take time to get to know them:

Find out the why. What are their passions and interests?

How would their life change if money were no longer an issue? How would they spend their time?

What inspires them? What are the big dreams?

LISTEN CAREFULLY

Create an attitude of care and trust as you build a relationship.

Validate their story.

Share a little of your story...remember this is about THEM, not about you. Focus is on them.

Right from the Start, Create a Mindset for Success

Independent Business Owner, not Dependent

Non Negotiable Qualification at the Launch, shows in system in 5-7days. Without qualification no one makes money.

Put new IBO in a position to make money immediately.

Complete all steps of Launch process.

Explain Compensation Plan

Must set up for success with a minimum of 3 services.

YBA is in ADDITION to 4 services for qualification. Get date for 2 Home presentations within 7 days.

Show new IBO exactly how to get to ETT and the money that is available at that position in the compensation plan.

Set a goal for ETT in 7 days and explain how that will explode business when duplicated.

Explain the Quickstart Bonus available for first 30 days.

Enroll them in using ACN tools for success.

Help them create a story; ETT in 7 days, earn Quickstart bonus. DUPLICATE.

Be willing to help them get customers...no matter what it takes. Get on the phone with prospective customers with them.

Start to Build a Team Immediately

Who can you put in front of me RIGHT NOW. Create a sense of urgency. Who can we talk to in the next 24-48 hours?

Can you follow the system and trust me? Treat them like they are your next RVP but will quit tomorrow. Help them expand their list. Make calls WITH them. Set appointments.

Set date for 1st Home Meeting. Role-play and make calls with them. Have them practice the script word for word.

“Your job is to invite, my job is to present”.

Build confidence with them so they can deliver script with ease and eventually use some of their own words. Review scripts on file.

Vision for the Future

Always bring them back to their strong powerful reason why if they get scared or don't think they can do it.

Teach them that EVERYTHING they do is a WIN.

Create a huge Vision for the Future, paint a success picture that includes them.

Let them know that you will be with them on the journey.

Promote the next EVENTS. Enroll them in the importance of their attendance on all calls, trainings.

Teach Duplication and Leverage at every opportunity.