

The 72 Hour Coaching Call

Why it's important to do this Coaching Call with new IBO's

- Edifying you as leader to your new IBO.
- Helps your new IBO have 3-5 extra guests at their next PBR.
- Helps you fix any challenges you may have with new IBO.
- Example: New IBO NOT being Coachable.
- Helps all new CQ's be accountable to master the SYSTEM of PBR's.
- CQ always does 3-Way Call to ETL or higher.
- Example: PBR is on Wednesday night - Coaching Call will be made Monday night.
- YOU'RE NOT THEIR BOSS< YOU'RE THEIR COACH

1st PART - Edifying your CQ or ETL to the new IBO.

2nd PART - How's your inviting going?

3 answers they may have:

- "I have not called anyone yet"
- "I called 5 people and they said no" (Facebook, texting)
- "I have 20 people coming"

Create the value in following the script. Practice makes better.
Sit down with your CQ or ETL.

3rd PART - How's your list going?

Create the value of it being a numbers game. 100 names and numbers!
Ask questions like: "Who are your 'A' Players or business people?"

The hardest part of this business is for them to invite up, new IBO's often invite down!

3rd PART - Explain Confirmation call to new IBO

Create the value to new IBO with the Confirmation Call.

0 -20% of people will attend the PBR (IF NO CONFIRMATION CALL)
40-60% of people will attend the PBR (IF YES CONFIRMATION CALL)

4th PART - Explain the setting up of the PBR - ROLE of the Host!

5th PART - This is the most important part of the 72-hour Coaching Call-Ring the RD and above!!

Ring the RD or higher will help you because they will ask the same questions as you have. They will propose to the new IBO that they will attend his/her PBR if they have the highest attendance out of the all PBR's that night. This will help your new IBO take action and ring more people! (Example: Have 3-5 more people at PBR)
