

Checklist for New IBO's First 7 Days

Coaching Agreement: 1) My Why 2) Weekly Time Commitment ___ hours 3) 100% Coachability

Day 1

- Sign up and Register for YBA Plus, Team ID _____
- Password (First Name + Number/s) _____
- Online Shop up and running _____
- Book time for Launch (2 hours) _____
- Register for First Utility Accreditation, bills ready
- Start written List of 100 Names and Numbers
- Watch Darren Hardy's "Making the Shift" and James Allen's "As A Man Thinketh" on YouTube

Day 2

- Launch with Coach
- Reason Why
- My Call to Urgency: _____ Target Date ETL _____ Earn Bonuses _____
- Sign up for Services/Products to Qualify QTT
- Book Home Info Session _____ at _____
- Invite Session with Coach and Contact First 3 People
- Time set for Role Play, Piquing & Inviting with Coach Day 4 (1 hr +) _____
- Time set (Day 5) for 72-Hour Coaching Call with Coach (30+ mins) _____
- I know about the importance of the Confirmation Call
- Date & Venue to Attend Saturday/Sunday Training _____
- Sign Up/Discuss International Convention
- Continue building List of Names and Numbers

Day 3

- Keep building List of Names and Numbers, Keep in Touch with Coach
- Follow-up with Coach my First 3 Contacts for IBO or Customer

Day 4

- Roleplay, Piquing and Inviting using Scripts until 6-10 yeses to attend Home Info Session (goal 20) (at least 1 hour)

Day 5

- 72-Hour Coaching Call with Coach (30 mins), and
- 3-way call (15 minutes)
- Continue Piquing and inviting using Scripts, Keep in Touch with Coach

Day 6

- Email Coach (by 8am) Names & Numbers for Home Info Session for Coach to do Confirmation Calls
- Home Info Session
- Follow-Ups from Home Info Session with Coach for IBOs and Customers

Day 7

- Continue Follow-Ups for IBOs and Customers with Coach
- Complete Energy Services Accreditation test
- Registered for International Convention