

The Engage Way

Do - Getting Started

5 Key Activities

Making a List

Contacting

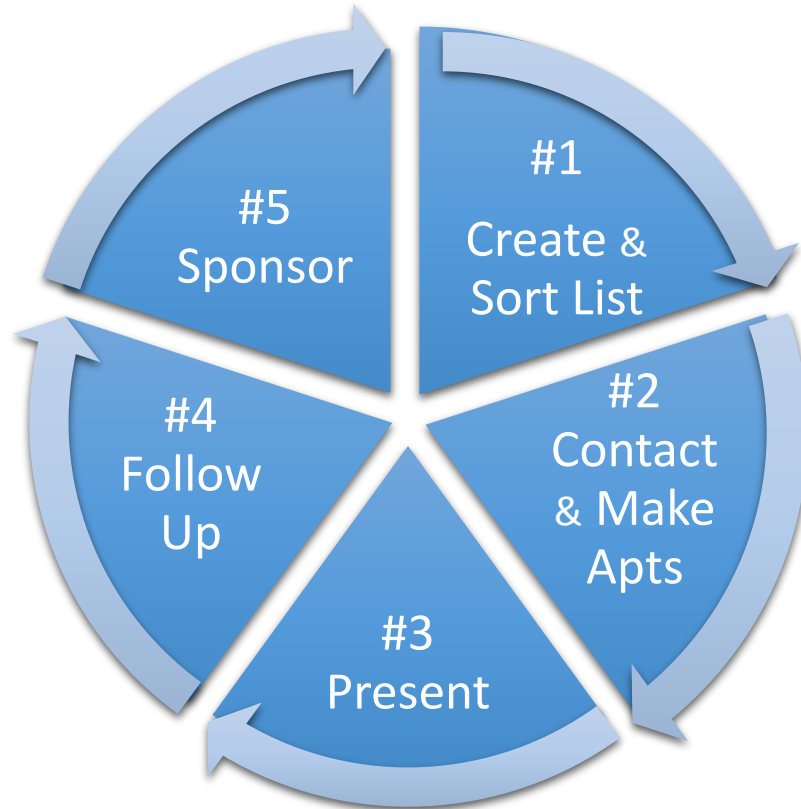
Presenting

Following Up

Enrolling



The Successful Sponsoring Cycle



Step 1: Making Your List

Create & Sort Your List

- Memory Jogger
- Cell Phone
- Email Account
- Computer with Internet Access
- Social

By creating and sorting you are forced to think about each and every contact. This will help you reflect on each individual and what their needs are.



Step 2: Contacting

Contact & Make Appointments

- Sample Scripts, Talking Points & Questions
- Calendar/Day Planner
- What will you send
- Where will you meet
 - Virtually or in Person
- What are their needs and how are you helping them get what they need?



Step 3: Presenting

Present

- MMF to Share or Sell
- Starter Kit Materials
- Videos
- Testimonials
- Three way calls

Remember presentations aren't always formal. They can be as simple as a conversation with an old friend. It is important to be brief and be brilliant. You don't have to know it all but you have to be confident in what you know.



Step 3: Presenting

Cycle of Success



Step 4: Following Up

Follow Up

- Calender/Day Planner
- Health Snapshot
- Follow up Collateral
- Follow up Experience
- Follow up Invite

Every step requires follow up. This is the extremely important. Remember that most yes's are achieved after 7 "follow ups". Build this process into every single day and at every step. You reached out and left a message, follow up in a day or two. You gave some product information, follow up with more. Always finish each and every interaction with an invitation and get their permission to follow up with them.



Step 5: Enrolling

Enrolling

- Invite to Join
- Utilize Upline
- Utilize Corporate Resources

To many opportunities are missed because of a fear of inviting. If they say no they aren't saying no to you. They're saying they are ready for the opportunity. That's ok but if you never ask, you never hear yes.



Step 5: Enrolling

Enrolling: The Steps

- Buy Fast Start-Level Pack
- Setup 100PV Autoship

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