

New Recruit 30 Min. Phone Call

New Consultant's Name _____ Appt Date & Time _____

30 Day Refund Ends On _____

Incentive Period Ends On _____

Promote to Team Leader Express Success by _____

After you get the call scheduled, confirm with them before the call that you will call them on date/time/timezone & that they should have all the docs from Welcome email 2 printed out as we'll go over them on the phone)

1. Validate their decision to become a consultant.

-Congratulations on making the decision!!

-SO proud of you!

-From now on, things are going to be different for you & your family!

(Chat about 5 minutes but really reassuring them)

2. I'd like to talk about your expectations for your business before we do some training...

-If you succeed in this business, it's going to be YOU that creates that success & not me.

-And if you fail in this business, it's going to be you who creates that failure & not me.

-YOU are going to be the difference between success or failure.

-(Sponsor's Name) & I are here to guide you , but we can't do it for you.

-We are here to work with you, but not for you.

-My job is to help you become independent from (sponsor) & I as quickly as possible. Do you agree that's a good goal?

(Pause)

-Will be ups and downs. We will know you're in one of the bad times aren't emailing, aren't showing up in (online/ in person) trainings, if we start hearing excuses--that sort of thing.

-when that happens-and it happens to everyone- how do you want me to handle that? Do you want me to leave you alone or do you want me to be persistent & remind you why you started this biz in the first place? _____

3. Did you receive your kit?

4. Training

-Go over Write Your Own Success Flyer (& have them write down the deadlines above for their reference)

-Go over Double Free Books Flyer

-Briefly go over Consultant Success Plan, first 10 Days (Moreso, saying that on the Welcome Email #2 I sent, you can click on the links and it'll take you to video trainings!)

-Mention TeamSweetElite.webs.com ...has all the above documents, FBScript and much more!

-Back Office (house icon at the top right of consultants.myubam.com website)

5. Connected

- FB Groups
- TeamSweetElite.webs.com , monthly newsletter

6. Compensation Program

As a consultant, you earn 25% on FB Parties & Home Parties (it'll charge you 25% less than your retail so at a home party, you get to pocket that 25% right away. Online purchases-sign up for direct deposit & its deposited 5th of every month or get a monthly check at mid of month.

17% on Book Fairs & 17% Literacy for a Lifetime

_____Cards For A Cause

7. Create a gameplan

-You definitely want to take advantage of your first 3 months. Your hostesses will be happy to earn MORE in free books & you will be able to get Success Kits, each with \$50 free books

-Where do you want to get to? _____

8. First Goal Smaller Goal setting to reach bigger goal

-Their goal is to _____by _____(date).

-They will get back to me by _____ on this goal.