

simple **A B C** building blocks

A PIQUE INTEREST:

1. Connect with your prospects and find out what their desires and needs are. Share with them what you've discovered through THREE and how this can possibly be the solution to meet their needs.
2. Depending on prepping status and interest:
 - ✓ If prepped already about why you're doing it and they're serious about exploring the opportunity (and if it's too long away from a Monday LIVE call), then send a recorded OPP **(QR1)**.
 - ✓ If they are product or wellness driven, send either Dr. Dan's 16 mins overview **(QR2)** or one of the recorded Wellness Talk **(QR3)**. LIVE ones are on Wednesdays, but if too far away from Wednesday, send a recorded one.

C ALWAYS FOLLOW UP:

1. Always be caring; always be closing.

B AFTER ENROLLMENT:

1. Send WOW and spend 10 minutes walking them through completion.
2. Send the NDO video **(QR4)**.
3. Send a recorded OPP and/or Wellness Talk if they have not yet watched **(QR1 & QR3)**.
4. Send them the Comp Plan training video. **(QR5)**:
5. Plug into the system and teach them to invite guests to the LIVE Zoom Monday Global OPP Showcase, Tuesday Empowerment Training and Wednesday Wellness Talk **(QR6)**.
6. Teach them to become qualified by sponsoring one BA on the LEFT and one BA on the RIGHT. Show them how to monitor team growth and focus on sponsoring 20 people within 30 days and place them to create cycles as a general rule.

QR1



OPP Showcase

QR2



Dr. Dan Overview

QR3



Wellness Talk

QR4



NDO Video

QR5



Comp Plan

QR6



LIVE Zoom