9 Step New Associate Checklist

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Name of New Associate: _____

Date of Enrollment: _____ **Premier Platinum Pace Setter (PPPS) Deadline:** _____

Conduct Each 1-on-1 Training Below (does not have to be in this order):

❑1. New Distributor Orientation

Watch the videos together at http://ndo.myteamwork.info and have discussion between each one.

❑ 2. Vision Statement Creation Call

Use template provided and help them design their Core Purpose, Personal Vision Statement, Affirmations, and Core Values. Customize it with their name & family member's names. Make it clear that Inner Game, Gratitude, and 15 minutes of Daily Learning is the foundation for their psychology and must be made a priority. (30 minutes)

❑3. Product Opening Call

Read script at http://usproduct.myteamwork.info to explain each product they ordered & get them taking everything as soon as possible. (1 Hour)

❑ 4. Script Walk Through & Story Creation Call

Walk them through the first 8 pages of script & write their presentation story with them. Refer to video http://story.myteamwork.info on how to conduct this call (1 Hour)

❑ 5. Marketing Together for the First Time (Hot Market)

Explain the DMO Tracker & 7 Day Tracker. Roll-play using page 3 so they can be ready to invite hot market. Watch them make their first invite calls on zoom & have them notate their results on the 7 Day Tracker. Get them in the habit of tracking.

❑ 6. Presentation Rehearsal Call

Rehearse pages 7-8 together before they have their first appointment. Make sure they are equipped to send the presentation video link & do a 3-way call to connect the expert.

❑ 7. Marketing Together for the Second Time (Warm Market)

Explain pages 4-5 to warm up, close out, and invite warm market. Have them join zoom on their phone and share their phone screen. Guide them do 5 warm ups live. Have them notate warm ups and close outs on the 7 Day Tracking Sheet. Assign them 5 warm ups per day.

❑ 8. Ongoing 1-on-1 Marketing Sessions

Have them share their phone screen on zoom and make sure they are warming up and inviting effectively. This should be scheduled to happen 2 or more times per week. 30 minutes. You must inspect what you expect. Make sure they are doing it right.

❑ 9. Auto Order Set Up Call

This should happen about 3 weeks after they enroll. It's best to get them positive results before having conversations about spending more money. They will be much more open to their auto order after they have a positive product experience, have enrolled their first people, or have earned a check. You must earn their loyalty and enthusiasm before having the Auto Order Conversation. Help them plan and set up their auto order. 100 or 200 pts. Either is fine.