3 Step New Preferred Customer Checklist

For more copies of this page:
http://pclaunch.myteamwork.info

Name of New Preferred Customer: _____

Date of Enrollment: _____ **Placement:** _____

Conduct Each 1-on-1 Call Below:

❑ Product Opening Call scheduled for _____

Schedule this call immediately on the day they make their first purchase. Try to estimate the day they will receive their product and schedule for the next day. During this call, read script at http://usproduct.myteamwork.info to explain each product they ordered & get them taking everything as soon as possible. (15-20 minutes) Schedule account overview call for 2 weeks from this call.

❑Account Overview Call scheduled for _____

Schedule this call at the end of the Product Opening Call for about 2 weeks out. It's best to get them positive results before having conversations about them buying again. They will be much more open to setting up an auto order after they have a positive experience. You have to earn their loyalty and enthusiasm before having the Auto Order Conversation.

During this call, have them login to their account with username and password. Share the benefits of the 10% auto order discount and free shipping over $100. Ask them how much product they have left. Help them to set up their auto order for the weekend before they run out of products. (20-25 minutes) After this call they should be on their own to order in the future.

❑Check in from time to time

Keep their name on a list and invite them to future webinars on the products. Notify them on product specials. Say hello to them as part of your DMO at least once per month.