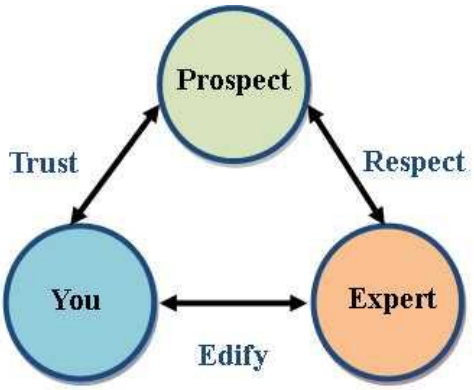
Team DSI Playbook
Distributor Acquisition
The 3P System

PH Market Edition. Last Updated: October 1st

Pique their interest.

Plug them into a presentation call.

Pass them a video.



Your prospects trust you, but they do not respect you as an expert in this industry. Your job is to introduce them to an expert and speak highly of the expert. This brings respect & credibility to the exposure. This is the key to having great results.

LANDMINES TO AVOID:

- Avoid explaining USANA – build curiosity instead. Schedule the 30 minute presentation call & let the script do the work.
- Avoid delaying the initial phone call. Shoot for same day, within 24 hours ideally.
- Avoid not making the scripts sound like you. You can change the wording if necessary, ***but stick to the structure of the scripts.**
- Avoid hesitating. Remember that ACTION = RESULTS!
- Avoid delaying the following-up call. It should be scheduled within 1-2 days. Fortune is in the follow up!
- Avoid being attached to the outcome. Some of your prospects will say no and that's normal. Be committed to sharing *(not attached to the results).* Trust the process.

Leadership Levels: Choose a Target

The levels of leadership are defined in the chart below.

11-Star Diamond
15,000 CVP for 4 consecutive weeks

10-Star Diamond
14,000 CVP for 4 consecutive weeks

9-Star Diamond
13,000 CVP for 4 consecutive weeks

8-Star Diamond
12,000 CVP for 4 consecutive weeks

7-Star Diamond
11,000 CVP for 4 consecutive weeks

6-Star Diamond
10,000 CVP for 4 consecutive weeks

5-Star Diamond
9,000 CVP for 4 consecutive weeks

4-Star Diamond
8,000 CVP for 4 consecutive weeks

3-Star Diamond
7000 CVP for 4 consecutive weeks

2-Star Diamond
6,000 CVP for 4 consecutive weeks

1-Star Diamond
5,000 CVP for 4 consecutive weeks

Diamond Director
4,000 CVP for 4 consecutive weeks

Emerald Director
3,000 CVP for 4 consecutive weeks

Ruby Director
2,000 CVP for 4 consecutive weeks

Gold Director
1,000 CVP for 4 consecutive weeks

Silver Director
1,000 CVP for one week

Bronze Director
800 CVP for one week

Director
600 CVP for one week

Achiever
400 CVP for one week

Builder
200 CVP for one week

Believer
100 CVP for one week

Sharer
50 CVP* for one week

(CVP=Commission Volume Points)

Fast Start Bonus Program

15%
Lifetime Matching Bonus

Premier Platinum Pacesetter



Enroll Four (or more) and 1600 points collectively within your first 56 days of enrollment.

10%
Lifetime Matching Bonus

Premier Pacesetter - halfway point



Enroll Two (or more) and 800 points collectively within your first 56 days of enrollment.

Warming Up Your Contacts – DM or Text

Step 1: FOR FRIENDS YOU HAVEN'T SPOKEN TO IN AWHILE:

W1: Hey FIRSTNAME, just checking on you. Are you staying safe and healthy right now? Sending my love! <3

Step 1: FOR PEOPLE WHO SENT YOU A FRIEND REQUEST:

W2: Hey FIRSTNAME I just accepted your friend request. I see we have _____ in common. That's awesome! How long have you _____? **<CHECK OUT THEIR PROFILE FIRST>**

Step 1: FOR PEOPLE IN THE SAME FACEBOOK GROUP AS YOU:

W3: Hey FIRSTNAME I like what you had to say on that comment in our _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

W4: Hey FIRSTNAME I really liked your post on _____ inside our _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

W5: Hey FIRSTNAME I see we have many friends who are in the _____ group! Your FB timeline is cool. How long have you been doing _____? **<SEND FRIEND REQUEST AS WELL>**

Step 1: FOR PEOPLE IN YOUR "SUGGESTED FRIENDS":

W6: Hi FIRSTNAME I see we have many mutual friends who have _____ in common. I like your profile! How long have you been _____? **<SEND FRIEND REQUEST AS WELL>**

W7: Hi FIRSTNAME I see we have a few mutual friends. I like your profile! How do you know _____ & _____? They are good friends of mine. **<SEND FRIEND REQUEST AS WELL>**

Step 2: <AFTER THEY RESPOND, GO CHECK OUT THEIR PAGE, LOVE AT LEAST 3 PICTURES & 3 POSTS, GIVE A COMPLIMENT & A CUSTOM QUESTION ABOUT THEIR PAGE:

That's awesome! I really like your post about _____. What kind of _____ is that? Or… How long have you been doing _____?

IMPORTANT: Be interested in them. Don't ramble about yourself. Keep it light, friendly, and DO NOT mention any business. This interaction should only be 1-2 questions max. And last for only 1-2 days max. Then go to Step 3.

Step 3 (stop asking questions & CLOSE OUT the interaction) by saying:

CO1: It was really nice chatting with you FIRSTNAME. I hope you have an awesome day. (Or awesome night. Or awesome weekend.) **<STOP ASKING QUESTIONS & END THE INTERACTION>**

Step 4: Let at least 1 day go by with zero interaction. It's ok to let 2-4 days go by as well, but no more.

Step 5: Initiate invite with M1 or Z1 message on the next page. **<THEY ARE WARMED UP & READY>**

**You can always change the wording of any script to make it sound like you, but keep the structure and content the same.*

Direct Message Invite to Phone Presentation 📲

M1: Hi FIRSTNAME it was nice chatting with you earlier. I'm launching an online business project and it's very cool. **<NEW PARAGRAPH>** If I invited you to a special invitation only call, would you be open to check it out? Would be nice to connect and say hello as well!

M2: Ok sounds good. It takes about 30 minutes. I could talk to you on *DAY at TIME* or *DAY at TIME*. Would either time work? **<ALWAYS GIVE 2 CHOICES & LET THEM DECIDE, PROCEED WITH M3>**

M3: Ok sounds good. I will be calling from XXX-XXX-XXXX. What's your number?
<SKIP M3 IF YOU ALREADY HAVE THEIR PHONE NUMBER>

M4: Ok we are confirmed! I will text you before I call. I hope you have an awesome day. (or night)

M5 (if they ask what it's about): It's an e-commerce business but it takes about 30 minutes to explain on a quick call. Is that ok? **<CONTINUE WITH M2 - M4>**

1-2 HOURS BEFORE THE CALL:
M6: Hi FIRSTNAME I will be calling you here at *TIME*. I hope your day is going well.

Go to Page 6 & Follow The Presentation Script

Direct Message Invite to Zoom Presentation zoom

Z1: Hi FIRSTNAME it was nice chatting with you earlier. I'm launching an online business project and it's very cool. **<NEW PARAGRAPH>** If I invited you to a special invitation only zoom call, would you be open to check it out? Would be nice to connect and say hello as well!

Z2: Ok sounds good. It takes about 30 minutes. I could talk to you on *DAY at TIME* or *DAY at TIME*. Would either time work? **<ALWAYS GIVE 2 CHOICES & LET THEM DECIDE, PROCEED WITH Z3>**

Z3: That works. We are confirmed for DAY at TIME. I prefer to communicate via text because here we don't get notified when a message comes in. What's a good phone number for you? My direct cell is _____.
<SKIP Z3 IF YOU ALREADY HAVE THEIR PHONE NUMBER>

Z4: Ok we are confirmed! I will text you in advance with the Zoom Meeting ID. I hope you have a fabulous day. (or night)

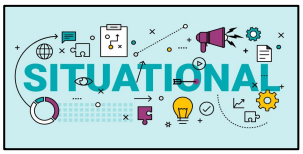
Z5 (if they ask what it's about): It's an e-commerce business but it takes about 30 minutes to explain on a quick zoom call. Is that ok? **<CONTINUE WITH Z2 - Z4>**

Z6 (1-2 hours before the zoom call): Hi *FIRSTNAME* here's the zoom meeting ID: ___. I will text you right before I join at *TIME*. Looking forward to connecting!

Z7 (five minutes before the zoom call): Hi *FIRSTNAME* I'm in the meeting. Talk to you soon!

Go to Page 6 & Follow The Presentation Script

Situational Texts For Those Who Don't Respond



P1 (if prospect does not respond after 1 day, send this):

Hi *FIRSTNAME or NICKNAME* I'm not sure if you saw my message above. I hope you're having an awesome day. <**AFTER THEY RESPOND, PICK BACK UP WHEREVER YOU LEFT OFF>**

P2 (if prospect does not respond for 2 days, send this):

Hi *FIRSTNAME or NICKNAME* I'm assuming you don't want to take a look. If I am mistaken let me know. You are still an awesome friend.

P3 (if prospect does not show up to a scheduled call, send this):

Hi *FIRSTNAME or NICKNAME* is now still good?

P4 (if prospect does not reply to P3 within 15 minutes, send this):

Hi *FIRSTNAME or NICKNAME* I know you aren't the type of person not to respond. I know something must have happened. Please let me know you're alright.

P5 (if prospect does not reply to P3 within 15 minutes, alternate option):

Hi *FIRSTNAME or NICKNAME* I'm not sure if you can really make this call. Let me know if you are still open to connecting. I hope all is well with you.

P6 (Use the "Good News" Text to Reconnect with a Prospect on the Fence):

Hi *FIRSTNAME* I have some good news for you! Can I call you later today at TIME?
(or Can I call you tomorrow at TIME?) **<THE "GOOD NEWS" COULD BE A PRODUCT SPECIAL, AN INCENTIVE YOU CREATE, A USANA WEBINAR, ANYTHING YOU DECIDE>**

P7 (Use the "Being Helpful" Text to Reconnect with a Prospect on the Fence):

Hi *FIRSTNAME* I have a really cool YouTube video that explains how to make money quickly in the online business world. Would you like me to send you the link? **<AFTER THEY SAY YES>** Ok here's the link: http://rohn.myteamwork.info It's best to listen while driving or multitasking because it's an hour long. When do you think you'll be able to listen to it? **<AFTER THEY RESPOND>** Sounds good. Is it ok if I call you afterwards to hear what you got from it?

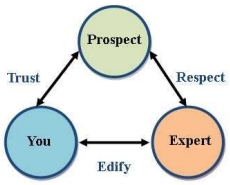
Keyboard Shortcuts Will Change Your Life! Set Them Up Here:

To make keyboard shortcuts for Android: http://android.myteamwork.info

To make keyboard shortcuts for iPhone: http://iphone.myteamwork.info

Presentation Script – Use Expert in the Beginning

SCRIPT TIP: Your prospects trust you, but they do not respect you as an industry professional in this line of work. New associates must connect a 3rd party expert to build respect & credibility to the exposure. This is the key to having great results.



Step 1: Hi FIRSTNAME **<SMALL TALK FOR A MINUTE, THEN GET RIGHT TO THE POINT>** So, I have a five minute video for you to watch to give you the big picture. Then I will share my story and have a few questions for you…

***IF YOU'RE ON PHONE:** I'm going to text it to you right now **<KEYBOARD SHORTCUT: 5m or http://usana.myteamwork.info** Does the link open up ok for you?

***IF YOU'RE ON ZOOM:** I'm going to share my screen right now. **<CUE UP ON YOUTUBE: http://usana.myteamwork.info AND SHARE COMPUTER SOUND>**

Step 2: Ok perfect. The video is only 4 minutes & 50 seconds long. I will share my story & explain more after you watch it. I'll go on mute. Enjoy the show & and let me know when you're done. **<WATCH IT ALONG WITH THEM & CONTINUE>**

***IF YOU'RE ON PHONE:** Is it ok if I get my mentor on the line because he/she has a really great story to share and is helping me through the process? **<THEY WILL SAY YES>** Ok thanks, I'm going to do a 3-way call please hold just a second. **<INTRODUCE MENTOR ON STEP 3>**

***IF YOU'RE ON ZOOM:** Is it ok if I have my mentor join the zoom because he/she has a really great story to share and is helping me through the process? **<THEY WILL SAY YES>** Ok thanks, I'm going to ask them to join. Just a second. **<INTRODUCE MENTOR ON STEP 3>**

***IF MENTOR IS NOT AVAILABLE:** So before I ask you the questions, I just want to share my short story. **<GO TO STEP 6 ON NEXT PAGE TO CONTINUE>**

Step 3: FIRSTNAME, I want you to meet MENTOR'S FIRST & LAST NAME, he/she is very well respected in the company and I am very lucky to be working with him/her. MENTOR'S NAME I want you to meet FIRSTNAME.

Step 4 (Mentor says): Hi FIRSTNAME nice to meet you! How do you know ASSOCIATE'S NAME? **<WAIT>** Ok cool and what do you do for a living? **<TAKE NOTES>** And how long have you been doing that? **<PAUSE>** Well I have to brag on ASSOCIATE'S NAME because he/she is being groomed to lead an entire division of our company. I'm very proud of you ASSOCIATE'S NAME keep up the great work! **<NATURAL PAUSE>** So before we ask you the questions, I just want to share with you my short story…

Sharing Stories - Casting The Vision

Step 5 (Mentor says): Prior to USANA I was working as a _____. I was dissatisfied with **Problem 1 (Share Pain).* And also *Problem 2 (Share Pain).* And the worst part is **Problem 3 (Share Pain)*.* Since I've started working with USANA, I'm most excited because **Solution 1 (Share Pleasure).* Also **Solution 2 (Share Pleasure).* And the best part is **Solution 3 (Share Pleasure).* On the health side I was dealing with **Problem 1 (Share Pain).* Also **Problem 2 (Share Pain).* And also **Problem 3 (Share Pain).* And although USANA is not a cure, the products have also impacted my health tremendously. Today I have **Solution 1 (Share Pleasure).* Also **Solution 2 (Share Pleasure).* And **Solution 3 (Share Pleasure).* Ok so, ASSOCIATE'S NAME can you please share your short story…

Step 6 (You say):
I am still working as a _____ while I build this business, but I have been dissatisfied because of **Problem 1 (Share Pain).* And *Problem 2 (Share Pain).* And also **Problem 3 (Share Pain)*.* Since I've started working with USANA, I'm most excited because **Solution 1 (Share Pleasure).* Also **Solution 2 (Share Pleasure).* And also **Solution 3 (Share Pleasure).* On the health side I was dealing with **Problem 1 (Share Pain).* Also **Problem 2 (Share Pain).* And also **Problem 3 (Share Pain).* And although USANA is not a cure, the products have also impacted my health tremendously. Today I have **Solution 1 (Share Pleasure).* Also **Solution 2 (Share Pleasure).* And **Solution 3 (Share Pleasure).*

I'm all-in 100% because I have seen what USANA does for people long term, both financially and physically. Also, I just want to say that it's totally ok if this is not for you, but if there's anyone I'd want to partner with it's you! ***PAUSE*** It would be so much fun to travel together, make more money, meet new people, and create great memories. Plus I think you are awesome! ***PAUSE*** Ok, so now we have a few questions to figure out what info to direct you to…

Step 7 (Initial Questions):
Ok, so now we have a few questions to figure out what info to direct you to…

1. What did you like most about what you saw in the video? **<TAKE NOTES>**
Did anything else stand out? **<WAIT>** Ok, so you liked **<REPEAT YOUR NOTES>.**

2. Next, what stood out to you about our personal stories (or my personal story)? **<TAKE NOTES>**
Ok, so what stood out to you was **<REPEAT YOUR NOTES>.**

3. Last question, if I could wave a magic wand and improve three areas of your health, which 3 areas would those be? **<TAKE NOTES>** Ok, so what I hear you saying is that you want to improve: **<REPEAT YOUR NOTES>. <CONTINUE ON NEXT PAGE>**

SCRIPT TIP: On the first few calls it's best for the expert explain pages 8-11 and complete the process. After that, it's best to have the new associate explain pages 8-11 and complete the process *WHILE* the expert watches and steps in when necessary. The goal is for the new person to become completely independent and present without the expert.

Explaining How It Works

CONTINUE: Ok, so now I'm going to share an image with your product options and highlight the ones that will support your health goals as well. Before I share, I want to make it clear that if you decide to do this, your job is not to chase people down & sell products. Let me ask you… if you put a £100 pound note or a bottle of vitamins in front of someone, which do you think most people will choose? **<LET THEM ANSWER>** The £100 pound note of course. The truth is that the majority of people want money more than they want health products. So, your best strategy is to offer people an online business first without mentioning products, so they will be interested in the 30 minute call or zoom. When they sit down for the meeting, they will learn about the whole package and be excited that they can also improve their health. This means that you don't have to spam your social media selling products. Does that make sense? **<LET THEM ANSWER>** Ok, so the packages I'm about to show you are for your personal use only.

Explaining The Packs

***IF YOU'RE ON ZOOM:** I'm going to share my screen right now. **<SHOW IMAGE BELOW>**

***IF YOU'RE ON A 1-ON-1 CALL:** I'm going to text you the image right now. **<SEND IMAGE>** Did you receive it? Ok, go ahead and click on the picture and turn your phone sideways. Does the image get bigger for you? **<WAIT>** Now zoom into the word "Propack" on the top left, do you see it big? **<WAIT>**

***IF YOU'RE ON A 3-WAY CALL (Mentor Says):** Ok ASSOCIATE'S NAME, can you make a quick group text between the three of us and send the product options image right now.**<SEND IMAGE>** Did you receive it? Ok, go ahead and click on the picture and turn your phone sideways. Does the image get bigger for you? **<WAIT>** Now zoom into the word "Propack" on the top left, do you see it big? **<WAIT>**

SAVE TO THIS IMAGE TO YOUR CAMERA ROLL - VISIT: http://phpacks.myteamwork.info



IMPORTANT: If the prospect does not want business info, skip and go to page 9: "Explaining Each Bundle."

Healthy Lifestyle Pack: Ok. I'm going to read a little script that explains your options. Thanks for bearing with me. The **Healthy Lifestyle Pack** is the best way to start if you have the funds available. You get to try the most products and get the best experience of USANA. As you can see in the description, you get 4 sets of the **CellSentials**. This is the main product of USANA & it comes in 2 bottles per set. The green bottle is the multivitamin called **Vita Antioxidant**. The blue bottle is the **Core Minerals**. They work together to boost your immune system, give you more energy, help with mental clarity & improve your sleep. You also get 4 bottles of ***buy-omega*** **(Biomega)**. This is the 2nd most important product that USANA makes. **<NEXT PAGE>**

Explaining the Packs (continued)

It gives your body the omega-3 fatty acids that are critical for your hair-nails-and-skin and also your brain-joints-and-heart. You also receive 3 bottles of ***pro-flav-UH-nahl-SEE-one-hundred*** **(Proflavanol C100)** which is grape-seed extract & vitamin C. It helps to reduce inflammation all over your body, especially in your heart and brain. It also helps your body produce its own collagen, so it's fabulous for your skin. They call it "face-lift-in-a-bottle." Next is 3 bottles of **MagneCal-D** which helps maintain strong & healthy bones. It also helps with allergies and your mood. 2 bottles of ***Ko-QUIN-own-thirty*** **(CoQuinone 30).** This product helps to energize your cells, maintain a healthy heart and improve your immune system. 2 bottles of ***Hep-UH-sill*** **DTX (Hepasil DTX)**. This helps with liver support, energy, endurance, and recovery. One bottle of Visionex which helps maintain your eye health and decrease macular degeneration. One bottle of ***Pro-GLUE-kuh-myoon*** **(Proglucamune),** which helps build your immune system and decrease stress. And 2 bottles of **USANIMALS** which is a chewable multivitamin in wild-berry flavor for kids that lays the foundation for a lifetime of optimal health.

You also receive a supply of our **Chocolate & Vanilla Nutrimeal** shakes that taste amazing. Each bag gives you 9 servings, so you would have a total of 18 to enjoy. Plus,they are low-glycemic which means they keep your blood sugar in normal range, and they are safe for diabetics. These shakes are meal replacements and they can be used to lose weight or just for a healthy breakfast. You also receive a USANA Blender Bottle to mix your shakes with ice-cold water and enjoy on-the-go.

The best thing about the **Healthy Lifestyle Pack** is that you get **double commission** and also 1 year of the Business Accelerator Suite, which is your back office manager that helps you track all of your clients and associates online. That service is normally P750 pesos per month, so it's a P9,750 peso value. We always say, if you have the money in savings or space on a credit card. Go with the "Lifestyle" pack.

Healthy Foundation Pack: Now zoom in the pack in the middle called **"Healthy Foundation Pack" <WAIT>** So this one has some of the main foundation supplements as the bigger pack. You get 4 **CellSentials,** 3 **Proflavanol C100**, 2 **MagneCal-D**, 2 **Biomega**, 2 **CoQuinone 30**, and 1 **USANA Whitening Toothpaste**, which is fluoride free and scientifically proven to whiten teeth. This pack is great to try some of the products and build your healthy foundation and allows you to share with family members as well. This also gives you 8 months of the Business Accelerator Suite, which is a P6,000 peso-value and you can always upgrade to the double commission the next month.

Basic Pack: Ok, now look at the last pack called **"Basic Pack" <WAIT>** So this one gives you 1 each of some of the foundation supplements as the Lifestyle pack. You will get **Cellsentials, USANIMALS, Proflavanol C100, MagneCal D, Biomega, CoQuinone 30** and **Hepasil DTX**. **<Continue to NEXT PAGE>**

Explaining the Packs (continued)

You also get a bottle of **Procosa**, which is a glucosamine that is 30 times more bioavailable than other glucosamines on the market, and super helpful for joint pain and lubrication, and of course 1 pack each of **Nutrimeal Dutch Chocolate** and **French Vanilla**. You can also customize an order for around the same price if you want to get some other products. This also gives you 3 months of the Business Accelerator Suite, which is a P2,250 peso value and you can always upgrade to the double commission the next month as well.

What makes the USANA products different **<FIRSTNAME>** are two things. Number 1, they are pharmaceutical grade. This means that they disintegrate into your system as good as a drug would, but there are no side effects because there are no drugs in them. Only nutrition. And Number 2, is a patent that USANA owns called Incelligence, which are specific ingredients that cause a high level of cell signaling. This means your cells are on high-alert, working harder to protect you more than over-the-counter supplements can do. You cannot get this anywhere except USANA! This is the reason we have hundreds-of-thousands of satisfied clients & elite athletes all over the world. And It's also why the business works so well. It's pretty exciting what this will do for your health!

Also **<FIRSTNAME>**, you do not need to inventory because all orders are shipped directly from USANA and USANA pays you direct deposit every Friday. Everything is done from home on short zoom meetings or phone calls. You don't have to set up a booth at trade shows, do hotel meetings, or drive all over town. And the best part is that the entire process is written on a script that's simple & easy to follow, so you can do this! **<WAIT>** Plus, I WILL HELP YOU STEP-BY-STEP and hold your hand through every part of the process until you become profitable. Does that make sense? **<WAIT>** Ok, so now I have a few questions for you to finish. **<NEXT PAGE>**

Closing Script

CLOSING TIPS: Closing is just a natural extension of the process. It's no big deal. Your prospects need to lean on **your certainty & authority**. Be the leader they need to get started with confidence.

1. So FIRSTNAME which pack stood out to you the most: Healthy Lifestyle, Healthy Foundation or Basic?

2. Great! Sounds like you're ready to get started… ☺ (Say with a smile & be silent)

<BE SILENT FOR 8 SECONDS & WAIT FOR THEIR RESPONSE>

<PEOPLE USUALLY NEED 8+ SECONDS OF SILENCE TO MAKE A BUYING DECISION>

IMPORTANT: If they don't have the money, go to page 12. Think About It Objection: page 13. Spouse Objection: page 14. Time Objection: page 15. Research Objection, page 15. Explaining the HealthPak Label: page 16. Have a Health Concern, page 17. Raw Ingredient Questions: Page 17. USANA Athletes: Page 17. How Does the Money Work?: page 18. Not Good at Sales: page 19. Failed in MLM Before: page 19. Schedule Follow Up Call, page 20.

IF THEY SAY YES:

3. Where would you like your products shipped to? **<WAIT>**

4. Which bundle(s) would be best for you? **<ALLOW THE SILENCE AGAIN, BE CONFIDENT, & WAIT>**

5. I'm know I'm talking to you, but what is your phone number?

6. What is your best email?

7. And how would you like your name spelled on your checks?

8. What's the debit or credit card number you'd like to use? **<ALLOW THE SILENCE, BE CONFIDENT, & WAIT>**

9. What's the CVV code & expiration date?

10. Billing address same as shipping?

11. *Associates only (skip for customers):* Ok and for the tax write off and sending you paychecks they need the following information. What's your Date of Birth? And your Tax Identification Number (TIN)? **<NOW BE SILENT WITH CONFIDENCE AS THEY GIVE YOU THEIR BIRTHDAY AND TIN. YOUR TONE & DELIVERY CREATES CERTAINTY FOR THEM>**

12. Ok got it. Welcome to the USANA Family I am excited for you to have great results! I will process your order right away...

<FOR NEW ASSOCIATE: GO TO TOP OF PAGE 23 & READ QUICK START SCRIPT>

<FOR NEW PC: GO TO MIDDLE OF PAGE 23 & READ QUICK START SCRIPT>

I Don’t Have The Money

CONFIRM DESIRE:

So I know you don’t have the money right now, but do you really want to do this? **<WAIT>** Ok cool. Are you sure? **<LET THEM ANSWER>**

COACH & CLOSE:

Awesome. So I’m actually glad you don’t have the money and here’s why…. I know you’re going to do this and get started. And in the future, when we show this to others, you’re going to come across people who also don’t have the money. At that point you will be able to share your story and say… “You know what, I didn’t have the money either when I got started. But I realized that if I didn’t find the money, I was never going to improve my financial situation. So you know what I did? I came up with the money. I went out and generated funds through selling things or pulling from my savings; and I was able to get started.” So here’s the deal FIRSTNAME, the faster that you come up with the money, the better your story will be. That will empower others to come up with the money as well. So how long do you think it’s going to take you? **<GO WITH WHATEVER THEY SAY>**

That’s totally fine. In the meantime, are you open to getting a head-start on your training? **<THEY WILL SAY YES>** Ok perfect. The main thing for you to understand is that you will need to become an expert to make the kind of money you want. The way you become an expert is by committing to study YouTube videos that I assign you for 15 minutes per day. And I’m not talking about listening while multi-tasking, I’m talking about sitting down and taking notes while you actively listen and learn, just like you would in school. Are you willing to do that? **<WAIT>** Ok I’m happy to hear that because you will become very powerful by doing this.

Now to finish, I’m going to send a link, just a sec. **<KEYBOARD SHORTCUT: sss or http://success.myteamwork.info >** Can you click it and tell me does it open up in YouTube for you? **<WAIT>** So this assignment is this: I want you to watch the Jim Rohn Video at the top of this playlist. 15 minutes a day and take notes on what you learn. It should only take you 2 days to complete. Then I would like to do another call with you in 2-4 days from now. On that call I will ask what you learned and I want you to read me your notes! Then I will give you another video to watch and take notes on. We will do this process with different videos until you get the money together. Does that sound good to you? **<WAIT>**

Ok awesome. I can do our next call on DAY at TIME or DAY at TIME. Which is best for you? **<LET THEM CHOOSE>** Ok sounds good. Talk to you then! **<ON NEXT CALL USE PAGE 22 (Follow Up Script for Money Objection) - IMPORTANT!>**

I Need To Think About It

CLOSING TIP: There is always a hidden objection underneath them thinking about it. You may have to go to a different objection script when they express what's really going on.

COACH & CLOSE (Option 1 – Finding the Deeper Objection):

I totally understand if you need to think about it. I want to share with you something I've found. People usually need to think about it because they aren't sure. Or maybe it's something else. It may be a fear, or an uncertainty about something. So tell me what's really going on? Whatever concern you have is totally ok. **<LISTEN WITH AN OPEN HEART & ANSWER EACH CONCERN THE BEST YOU CAN>**

IMPORTANT: If they don't have the money, go to page 12. Spouse Objection: page 14. Time Objection: page 15. Research Objection, page 15. Explaining the HealthPak Label: page 16. Have a Health Concern, page 17. Raw Ingredient Questions: Page 17. USANA Athletes: Page 17. How Does the Money Work?: page 18. Not Good at Sales: page 19. Failed in MLM Before: page 19. Schedule Follow Up Call, page 20.

IF THEY SAY: "I've done this before" or "I don't believe I can do it"

What makes you think you can't? **<LET THEM ANSWER>** Well… I don't know if I believe that, but tell me what makes you think you can? **<LET THEM ANSWER>** Ok and why else? **<LET THEM ANSWER>** Cool and why else do you think you could do this? **<LET THEM ANSWER>** Well FIRSTNAME I agree with you. You can absolutely do this. Here's what I'll commit to you. If you'll be coachable and teachable… if you will lock arms with me… I will not let you fail… and we'll go build a big business together. I have a little script to read you to schedule our follow up call. Is that ok?

<GO TO PAGE 20 TO SCHEDULE FOLLOW UP CALL & GIVE JIM ROHN VIDEO>

COACH & CLOSE (Option 2 – List the Positives & Negatives Close):

Let me ask you FIRSTNAME. Be real with me. What are the positive things that can happen in your life from getting started? **<HELP THEM LIST A FEW. TAKE NOTES>** Ok and what are the negative things that can happen by you getting started? There's usually not. Like what's the worst thing that's going to happen? **<LET THEM ANSWER>** Your risk is not the _____, it's the life you could have had if you weren't afraid of getting started. So, my coaching to you is to realize there's really no risk at all. The risk of not doing this is bigger than the risk of doing it. Would you agree? **<IF THEY SAY YES, GO TO PAGE 20 TO SCHEDULE FOLLOW UP CALL & GIVE JIM ROHN VIDEO>**

Need To Ask My Spouse

CONFIRM DESIRE:

Absolutely FIRSTNAME I totally hear you. If your spouse says yes, do you want to do this? **<WAIT>** Are you sure? **<WAIT>**

COACH & CLOSE (To Schedule Spouse Presentation):

Ok FIRSTNAME, I'm going to share the best way to get your spouse open to the idea. It's the most respectful approach. I want you to say this: "Honey I found an online business I like, but I don't want to do anything until you see it first. It takes 30 minutes to show it to you. Would that be ok?" Can you say that? **<WAIT>** Ok good. This works because you are showing them respect. And you are not attempting to explain any part of the company.

If you try to explain the company name, vitamins, or health products, they will make their own judgment and it could kill your chances. So my coaching is to use the words "online business" or "e-commerce" and that's it. Don't explain any other details until the presentation. Can you do this? **<WAIT>**

Ok sounds good. What we normally do at this point is look at our calendars for tentative time that could work for all of us. When is your spouse off work, or what day would be best? **<WAIT>** Ok let me check my schedule for that day. **<CHECK YOUR SCHEDULE>** Ok the best time for me on *DAY* is ____. Could that work for both of you? **<AGREE ON A TENTATIVE TIME>**

Ok sounds good. In the meantime, are you open to get a head start on your training? **<THEY WILL SAY YES>** Ok I'm going to send a link to you right now, just a sec. **<KEYBOARD SHORTCUT: sss or http://success.myteamwork.info >** Does it open up ok for you? **<WAIT>** Ok perfect. I want you to create a habit of studying your business for 30 minutes a day while taking notes. Can you imagine how powerful you will be when you do this everyday for a year? **<PAUSE>** This is the reason we have so many success stories in our organization.

So the assignment is this: I want you to watch the Jim Rohn Video at the top of this playlist. 30 minutes a day and take notes on what you learn. It should only take you 2 days to complete. This will give you a big head start. Sound good? **<WAIT>** Ok awesome. I look forward to talking with you and your spouse on DAY at TIME. I will text you the day before to confirm. Talk to you then! **<ON NEXT CALL START ON PAGE 6 & PRESENT TO SPOUSE. VISUALIZE A SUCCESSFUL PRESENTATION. ALSO MAKE SURE YOU TEXT 1 DAY IN ADVANCE TO CONFIRM!>**

I Don't Have the Time

CONFIRM DESIRE:

Awesome, well if you had the time would do you want to do this? **<LET THEM ANSWER>** Are you sure? **<LET THEM ANSWER>**

COACH & CLOSE (Where We Are In Life):

Ok cool. Well I totally get that you don't have the time. I mean, a lot of the people don't have the time. We're all super busy. And… where you are going to be in 2 to 3 years depends on the decisions or lack of decisions you make today. So my coaching to you is to make a decision to find small windows of time to take action, so that a year or two from now, you're not in a position of having to say "I don't have the time" ever again. If you lock arms with me, if you're coachable and teachable, I'll help you get into a situation where you say, "I have the time." Does that sound good? **<WAIT>** So, listen, let's just get you started ok? :) **<SMILE & LET THEM ANSWER>**

<IF YES, GO TO PAGE 11, QUESTION 3 TO ENROLL>
<IF NOT YET, GO TO PAGE 20 - SCHEDULE FOLLOW UP CALL & GIVE JIM ROHN VIDEO >

I Need To Do My Research

CLOSING TIP: The goal is to do the research with them right now to be helpful. You will still need to schedule a follow up call.

CONFIRM DESIRE:

Ok awesome, and if your research shows that this will fit your needs, is this something you have the money to do? **<LET THEM ANSWER>**

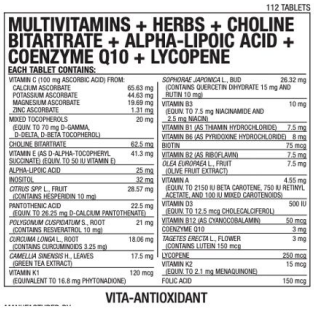
COACH & CLOSE (Research With Them):

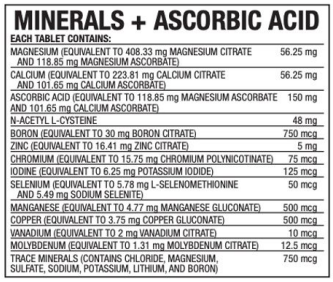
Ok cool. So I just want to be helpful, so may I ask… what are the main things you are wanting research? I'm going to write them down. **<WRITE THEM DOWN>** Got it. Is there anything else? **<WAIT>** Ok, I'm going to answer each one of these right now. Let's do one at a time…**<DO YOUR BEST TO ANSWER EACH ITEM & FINISH WITH PAGE 20 TO SCHEDULE FOLLOW-UP CALL>**

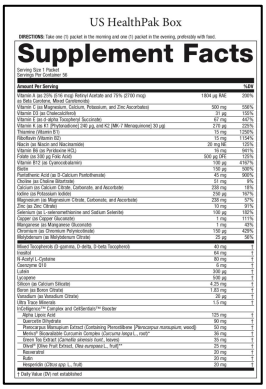
SCRIPT TIP: If they want to know what's in the products, go to page 16 and explain the HealthPak label right now. Be as helpful as possible. You are saving them time. They will appreciate it.

Explaining the Healthpak Label:









Start by saying: The best way to show you what's in the products is to send you the label of the Cellsentials and US Healthpak. I'm going to send it to you right now, just a second. **<KEYBOARD SHORTCUT: ushp or http://ushealthpak.myteamwork.info >** If we are to compare the 2 labels, you will notice that the amount you get per dosage in the Cellsentials and the US Healthpak is the same, only, the US label gives you the %Daily Value. I have to give you this comparison as Healthpak is not yet available for the Philippine market. Ok now zoom into the label and look for Vitamin B12. Do you see how it has over 4000% of daily value? **<WAIT>** You know how people pay lots of money for Vitamin B12 shots? **<WAIT>** This is like having a Vitamin B12 shot everyday. And this is just the AM dosage listed on the label, so you are getting another 4000% with the PM dosage as well. This is very good for your energy. But it's not just B12. Now look for B6, 900% of daily value. Do you see B2, 1100% of daily value. And B1, 1250% of daily value. Do you see those? **<PAUSE>** Your body doesn't just need B12, it needs the right balance of the other B Vitamins to function properly. And when you combine that with the high dosages of Vitamin A, C, D, E, and K, your cells are being nourished at the highest level. **<PAUSE>**

Now look for the words "Incelligence Complex." Do you see them? **<WAIT>** This can also be found at the back of the Vita-Antioxidant. So, this is a patent that USANA owns. It is specific ingredients that cause a high level of cell signaling. This means your cells are on high-alert. It causes them to work harder to defend themselves against the harmful environment. Normally, your cells are NOT on high-alert, but with the Incelligence Complex they are! This makes your cells work harder to protect you at their full potential. This is patented, so you cannot get this anywhere but USANA.

Ok, now look for the combination of iodine, zinc, magnesium, selenium and the others? **<WAIT>** These are all of the Core Minerals that your cells need to function at their highest level. **<PAUSE>** When you combine the ultra-rich Vita-Antioxidant with the Core Minerals, your cells are being fully nourished. And with the Incelligence Complex, your cells are on high alert working at their maximum potential. It is very exciting. If you have healthy cells, you have healthy organs. If you have healthy organs, you have healthy systems. And if you have healthy systems, you have a healthy body. Does this answer what's in the products for you? **<WAIT> <GO TO PAGE 19 AND SCHEDULE FOLLOW UP CALL>**

If They Have a Health Concern

CLOSING TIP: Some people cannot be enrolled on the first call no matter what. Many will still enroll if you stay cool and be helpful. Follow script below.

Dr Ladd VIP Links: I'm going to end this call by sending you a link from a doctor who's done research on _____ **<INSERT HEALTH CONCERN>** that you mentioned earlier. Just a sec. **<SEND LINK>** Ok I just sent it. Does it open up ok for you? **<WAIT>** Ok so Dr. Ladd McNamara has helped tens of thousands of clients for over 25 years. He explains in generic terms the power of nutritional supplements. As you scroll down you will see how he explains everything. And when you get towards the bottom you will see some tables with protocols that say which products to take and when to take them. Do you see that? **<WAIT>** Ok cool. Each bundle you saw earlier generally matches what is here. This allows you to improve your health and have the business at the same time. Does that make sense? **<WAIT>** And of course, just keep in mind that this is not a cure, but makes a huge difference. **<GO TO PAGE 20 - SCHEDULE FOLLOW UP CALL>**

SCRIPT TIP: http://drladdvip.com is a subscription website with access to articles you can send to your prospects. The cost is normally $199 for an annual membership. Use the coupon code: USANA30 to lower the price to $139.30. Watch this video http://drladdvip.myteamwork.info to see how easy it is to send these links!

Raw Ingredient Questions

Ask The Scientists Link: If you have any questions on raw ingredients or which products are gluten free, etc… Ask The Scientists is the best website. I'm going to send you the link right now. **<KEYBOARD SHORTCUT: sc or http://AskTheScientists.com >** Did you receive it? Does it open up ok? **<WAIT>** This website is a huge search engine of previously asked questions to USANA's scientists. You can also scroll down to see the latest articles and most popular posts. Feel free to explore! **<GO TO PAGE 20 - SCHEDULE FOLLOW UP CALL & GIVE JIM ROHN VIDEO>**

More Social Proof – USANA Athletes Website

USANA Athletes Link: USANA Athletes.com is one of the best websites to show product quality because athletes have to make sure that the product is safe and effective. I'm going to send you the link right now. **<KEYBOARD SHORTCUT: ua or http://usanaathletes.com >** Did you receive it? Does it open up ok? **<WAIT>** Cool. Do you see the Trust video? That's a 2 minute video that shares why so many athletes trust USANA. Infact the entire Women's Tennis Association takes USANA, The Mexico National Soccer team, USA Swimming, the entire Spartan Race program among many others! You can click on links further down to see all the partnerships and athletes. It's pretty impressive! **<GO TO PAGE 20 - SCHEDULE FOLLOW UP CALL & GIVE JIM ROHN VIDEO>**

How Does the Money Work?

CLOSING TIP: Use this script only if they ask. Make sure you watch the 4 minute video with them and schedule the follow up call afterwards.

Step 1: I have a four minute video for you to watch that explains how to get to $61,000 per year, then $131,000 per year and beyond. This is a 2 to 5 year plan.

> ***IF YOU'RE ON PHONE:** I'm going to text it to you right now **<KEYBOARD SHORTCUT: ndo or http://ndo.myteamwork.info** Does the link open up ok for you?
>
> ***IF YOU'RE ON ZOOM:** I'm going to share my screen right now. **<CUE UP ON YOUTUBE: http://ndo.myteamwork.info AND SHARE COMPUTER SOUND>**

Step 2: Ok perfect. The video is only 4 minutes long. I will have a few questions after you watch it. I'll go on mute right now. Enjoy the show & and let me know when you're done. **<WATCH IT ALONG WITH THEM & CONTINUE>**

Step 3 (Questions):

Ok, so now I have a few quick questions for you:

1. What did you like about what you saw in that video? **<LET THEM ANSWER>**
2. Do you have any questions about the plan? **<ANSWER ANY QUESTIONS THE BEST YOU CAN. IF YOU DON'T KNOW THE ANSWER, BE HONEST AND TELL THEM YOU WILL GET THE ANSWER FOR THEM BY THE NEXT CALL>**
3. At this point what we always do is schedule a call within the next day or two so that you have some time to process our conversation and make the decision that's best for you **<GO TO PAGE 20 & READ SCRIPT TO SCHEDULE THE FOLLOW UP CALL>**

I'm Not Good At Sales

CLOSING TIP: Your delivery matters. Smile, have fun, & be confident. Your energy impacts their decision!

COACH & CLOSE (Good You Promise?)

Good. Do you promise me you're not a salesperson? **<THEY WILL SAY YES>** Awesome because if you are a salesperson there's a likely a good chance you'll fail at this. Here are the facts, 95% of the people in the world don't like to sell. There's only about 5% of the population who actually like selling. So, realize that 95% of the people that you would show this to are like you. The fact that you're not a salesperson, they're way more likely to join because they see that you don't have to be a salesperson to do this. In fact, this is a sorting business, not a selling business. You're just sharing and allowing people to make a decision.

I felt the same way too. But here's what I can tell about you… you're never going to be pushy with anyone. People are going to love and respect you for that. And if they don't like it, you still part as friends. You will create a stronger connection with your friends by showing them this and offering them an opportunity to change their life. Does that make sense? **<LET THEM ANSWER> <GO TO PAGE 20 - SCHEDULE FOLLOW UP CALL & GIVE JIM ROHN VIDEO>**

Failed in MLM Before

COACH & CLOSE 1 (Me Too… Thank God I Didn't Give Up)

I totally understand, heck, I think half the population has done network marketing and a lot of people didn't succeed. That's how I felt like when I got started. I had failed before, but this time I realized how powerful our system is with the scripts & support that is provided. It's like nothing I had experienced before. Now I've got a team that's growing and I'm making money every single week. I'm super thankful that I did. **<PAUSE>** And here's what I know is true about you… you're a great person with a great heart. And you have the drive to succeed or you wouldn't have tried in the first place. You also want "out" of your current situation. I know that if you lock arms with me, and you're coachable and teachable, you can do this. I will help you and I will not let you fail. Let's get you started, okay? ☺ (Say with a smile & be silent) **<IF YES, GO BACK TO PAGE 11, QUESTION 3 TO ENROLL> <IF NO, GO TO PAGE 20 - SCHEDULE FOLLOW UP CALL & GIVE JIM ROHN VIDEO>**

COACH & CLOSE 2 (Biggest Risk?)

So FIRSTNAME, what do you think is your biggest risk if you do this? I mean, if you do this again, what's your risk? **<LET THEM ANSWER>** Actually it's not that. Your risk is the life that you could have had if you were not afraid of failing. So, my coaching to you is let's get you started. If you lock arms with me, if you're coachable and teachable, I'll help you succeed. Sound good? ☺ (Say with a smile & be silent) **<IF YES, GO BACK TO PAGE 11, QUESTION 3 TO ENROLL> <IF NO, GO TO PAGE 20 - SCHEDULE FOLLOW UP CALL & GIVE JIM ROHN VIDEO>**

Scheduling the Follow Up Call

At this point what we always do is schedule a call within the next day or two so that you have some time to process our conversation and make the decision that's best for you. I can talk on **<DAY>** or **<DAY>** which is better? Ok. And on that day I can talk at **<TIME>** or **<TIME>**, which would be best? **<WAIT>** Ok that will work. I'm looking forward to talking to you on **<DAY>** at **<TIME>** and if you are ready then, we can do your payment info over the phone & help you get started. **<PAUSE>** The best thing you can do for your research is check out a link I'm going to send you right now, just a sec. **<KEYBOARD SHORTCUT: sss or http://success.myteamwork.info >**

Can you click it and tell me does it open up ok? **<WAIT>** Sounds good. This is a playlist of everyday people sharing their results with USANA in 2 minute videos. It's a great way to see how USANA has impacted so many people. Lastly, do you see the 1 hour video at the top of the playlist by Jim Rohn *(pronounced RONE)*? **<WAIT>** That is the most important video because it is a training on the strategies and mindset to make your business profitable quickly. I recommend that you listen and take notes. It's the best thing you can review before we talk again.

Keep in mind that the way we create success is with these simple phone or zoom calls that are around 30 to 40 minutes. This is exactly what we are doing with you right now. The best part is that you don't have to spend hours doing coffee-shop meetings, home parties, hotel meetings or driving all over town.

Ok you're all set. Do you have any questions for me? **<ANSWER ANY QUESTIONS>** Ok. And lastly I just want to say that I really enjoyed meeting with you today. I admire _____ **<INSERT GENIUNE COMPLEMENT>** And I want to let you know that I WILL help you. If you lock arms with me, and you are coachable and teachable, I will not let you fail. I will give you clear assignments to follow and I will be there for you. I hope you decide to do this because I want to work with you. I think you're awesome! **<SMALL TALK TO FINISH CALL>**

<ON THE NEXT CALL, READ THE FOLLOW UP CALL SCRIPT ON PAGE 21 AND ENROLL THEM IF THEY ARE READY>

Follow-Up Call Script

IF EXPERT IS AVAILABLE START HERE:

Step 1: Hi FIRSTNAME, I have MENTOR'S NAME on the line with me as well, hold on just a sec…

<CONNECT MENTOR IN> Ok we are all together. **<MENTOR SAYS HELLO>** Hello FIRSTNAME how have your last few days been? **<SMALL TALK FOR 1-3 MINUTES>**

IF EXPERT IS NOT AVAILABLE START HERE:

Step 1a: Hi FIRSTNAME, how have your last few days been? **<SMALL TALK FOR 1-3 MINUTES>**

Step 2: Now that you've had a little more time, what questions can I answer to help you get started?

<ANSWER QUESTIONS AND/OR OBJECTIONS>

> ****IF THEY AREN'T READY TO BUY ON THIS CALL:** *IMMEDIATELY GO TO PAGE 28 and read "Script for Associate or Client That Needs More Time Before Buying". REMEMBER it takes 4-6 exposures on average before a person gets started. This is normal.*

IF THEY ARE READY, CONTINUE BELOW:

3. Where would you like your products shipped to? **<WAIT>**

4. Which bundle(s) would be best for you? **<ALLOW THE SILENCE AGAIN, BE CONFIDENT>**

5. I'm know I'm talking to you, but what is your phone number?

6. What is your best email?

7. And how would you like your name spelled on your checks?

8. What's the credit card number you'd like to use? **<ALLOW THE SILENCE, BE CONFIDENT>**

9. What's the CVV code & expiration date?

10. Billing address same as shipping?

11. *Associates only (skip for customers):* Ok and for the tax write off and sending you paychecks they need the following information. What's your **Date of Birth**? And your **Tax Identification Number (TIN)**? **<NOW BE SILENT WITH CONFIDENCE AS THEY GIVE YOU THEIR BIRTHDAY AND TIN. YOUR TONE & DELIVERY CREATES CERTAINTY FOR THEM>**

12. Ok got it. Welcome to the USANA Family I am excited for you to have great results! Now I have a short script to read to finish…

<FOR NEW ASSOCIATE: GO TO TOP OF PAGE 23 & READ QUICK START SCRIPT>

<FOR NEW PC: GO TO MIDDLE OF PAGE 23 & READ QUICK START SCRIPT>

Follow-Up Call Script For Money Objection

IF EXPERT IS AVAILABLE START HERE:

Step 1: Hi FIRSTNAME, I have MENTOR'S NAME on the line with me as well, hold on just a sec… **<CONNECT MENTOR IN>** Ok we are all together. **<MENTOR SAYS HELLO>** Hello FIRSTNAME how have your last few days been? **<SMALL TALK FOR 1-3 MINUTES>**

IF EXPERT IS NOT AVAILABLE START HERE:

Step 1a: Hi FIRSTNAME, how have your last few days been? **<SMALL TALK FOR 1-3 MINUTES>**

Step 2: So tell me, how did it go with the video? I want to hear your notes!

<LET THEM READ THEIR NOTES TO YOU. THIS IS A BIG SIGN THAT THEY ARE SERIOUS>

Step 3: Ok now that you have completed this assignment, how's it looking with the money side of things?

<IF THEY ARE READY, GO TO PAGE 11, QUESTION 3 AND ENROLL THEM>

<IF THEY NEED MORE TIME, CONTINUE BELOW>

Step 4: I totally understand if you need more time. Let's keep your training going! The next video I have for you is going to rock your world. Our team leader Jared Crebs spent $4000 on a training program called the Inner Circle. It helps you program your mind to design your ideal life and create success in your business. The best part is that he was given permission to teach it to his team for FREE. So you are about to have access to a $4000 value that is going to lay the foundation for your future. I also owe my results to this shift in mental programming. I'm going to send you the link right now. **<KEYBOARD SHORTCUT: ict or http://ict.myteamwork.info** Does the link open up ok for you?

Step 5: Ok perfect. As you can see, there is a lot here. Remember how we talked about creating a habit of studying YouTube videos 15 minutes per day while taking notes? **<WAIT>** Ok, so your next assignment is to complete Week 1. Do you see how one video is 12 minutes and the other video is 48 minutes? **<WAIT>** So this should only take you a few days to complete. And when we talk again I want to hear your notes. Then I will assign you to the next video. We will keep going like this until you complete the entire training. And of course, when you have the funds together we can also get you started. Until then, we will get you equipped to go all the way. Does that sound good? **<WAIT>** Awesome!

Step 6: The next time I could talk to you would be DAY or DAY? Which would be better? **<WAIT>** Ok and on that day I can do TIME or TIME. Which is best? **<WAIT>** Ok sounds good. I look forward to hearing your notes! And one last thing… during the videos Jared refers to a "print-out." Don't worry about that, just write everything he puts on the white board. That's all you need. Got it? Ok. Talk to you soon! **<REPEAT STEPS 1-4 WITH THEM UNTIL THEY ENROLL. THIS BUILDS TRUST>**

Quick Start Script for New Associate

The best thing we can do right now is schedule your First Zoom in Business Training to happen in the next day or two if possible. This will give you the best start and set you up for success. It will take an hour. I can talk on **<DAY>** or **<DAY>** which is better? Ok and on that day I can talk at **<TIME>** or **<TIME>**. Which would be best? **<WAIT>** Ok perfect, we are confirmed for DAY at TIME.

Now, before we do your first hour training, I want you to understand that you will need to become an expert to make the kind of money you want. The way you become an expert is by committing to study YouTube videos that I assign you for 15 minutes per day. And I'm not talking about listening while multi-tasking, I'm talking about sitting down and taking notes while you actively listen and learn, just like you would in school. Are you willing to do that? **<WAIT>** Ok I'm happy to hear that because you will become very powerful by doing this.

Now to finish, I'm going to send a link, just a sec. **<KEYBOARD SHORTCUT: sss or http://success.myteamwork.info >** Can you click it and tell me does it open up in YouTube for you? **<WAIT>** So this assignment is this: I want you to watch the first video at the top of this playlist. 15 minutes a day and take notes on what you learn. It should only take you a few days to complete. Then I would like you to take a picture of your notes and text them to me. I want to read me your notes and see what you learning! Then I will give you another video to watch and take notes on. We will do this process with different videos until you master the fundamentals. I also study 15 minutes per day myself. It's one of the keys to becoming an expert. Sound good? **<WAIT>**

Lastly, Please WAIT until you meet with me BEFORE telling anyone about USANA. Why? Because I will have some very simple text messages for you to copy & paste that work well. I want to make sure you have the best experience possible as you get started. I look forward to talking to you on **<DAY>** at **<TIME>**. Talk to you then! **<IF THEY HAVE ALREADY SEEN JIM ROHN, SUBSTITUTE http://ict.myteamwork.info & START THEM ON INNER CIRCLE WEEK 1 CONTENT>**

Quick Start Script for Client

To finish we are going to schedule a call for 3-5 days from now to go over your products when they arrive. I can talk on **<DAY>** or **<DAY>** which is better? Ok and on that day I can talk at **<TIME>** or **<TIME>**. Perfect. The best thing you can do for your research is watch some incredible product trainings by Dr. Ladd McNamara. He did his research, he visited USANA, he uses the products personally and has been recommending them for over 25 years. It is a big credit to USANA for doing the right thing. I'm going to send you the link right now. **<KEYBOARD SHORTCUT: drl or http://drladd.myteamwork.info** Does it open for you? **<WAIT>** Ok cool you are all set! I look forward to talking to you next week on on **<DAY>** at **<TIME>**. Enjoy the Dr. Ladd videos. Talk to you then!

Script to Explain The RESET PLUS

TIP#1: *If your prospect wants to lose weight, leave all other scripts behind and read them the script below!*

TIP#2: *The "RESET PLUS" is not an official USANA product like the RESET box is. Rather, RESET PLUS is buying 2 bags of Active Nutrition shakes for £79.50 & buying 1 set of CellSentials for £49.*

SAY THIS: 1) First of all, how much weight do you want to lose? **<TAKE NOTES>** And what type of diets have you tried in the past? **<TAKE NOTES>** How do you feel these worked out for you?

2) We have been so busy with our promotion that we are having to figure out who is really serious about losing weight, because there is a lot of work on our part to help you and it's not just going on another fad diet. So we are looking for clients that are absolutely serious. How serious are you about losing weight? **<TAKE NOTES>** What is the main reason you have for wanting to lose your weight? **<TAKE NOTES>**

3) Okay, great. Let me explain exactly how the RESET PLUS Program works, because it's an extremely effective weight control program. Basically the program targets specific areas of the body. We focus on losing inches as well as pounds, and helping you keep a good energy level throughout the day. It also keeps you from craving sweets – are you a sweets eater? **<LET THEM ANSWER>**

4) Ok. The RESET PLUS gives you all the nutrition you need, and helps to control and normalize your appetite so you don't feel hungry. So, even if you tend to eat out of stress, depression, or boredom, or you might be a binge eater – instead of eating three cookies, you eat the whole bag – or you might be a nibbler who picks at food all day long, or if you're just a plain out of control eater, it will help to control and normalize your appetite so you just don't feel hungry! The average weight loss is 5 pounds in 5 days. And, what happened to me was _____.

5) But, I've got to tell you about a few of our clients' testimonials. My colleague Jared lost 6 pounds in his first 5 days and 15 pounds total. He has kept the weight off for the past 4 years. My other colleague Charlene is in her fifties, she was having trouble losing weight and she also lost 5 lbs in 5 days. She went on to lose 30 lbs in 3 months and has kept it off for the past 4 years. We have thousands of stories like this.

6) Right now we are running a special promotion. We will give you free counseling to make sure you are using it right and getting the results you want. That's done by phone for your convenience and I will be the one doing it! I will be walking you through everything step-by-step and cheering you along the way. The program is very inexpensive because it supplies 15 meal replacement shakes to lose 5 pounds in 5 days, plus you will have 13 extra shakes left over to continue your momentum afterwards. You also receive a 28 day supply of nutritional supplements which are super important for healthy digestion, your metabolism & releasing the weight for good.

7) During the 5 Days you will also be having 2 healthy snacks, a fruit, and a veggie each day. So you will be chewing food, it's not a liquid diet. You will be consuming roughly 1400 calories per day, but these are perfect low glycemic calories. You will feel full and you will have great energy during your RESET week. In addition, you will receive a simple document that outlines the plan for your 5-day experience. It also includes ideas for the best meals to eat afterwards as well. The cost for the RESET PLUS is £128.50 plus tax and shipping. Ok, so where would you like your RESET PLUS Program mailed to? **<BE SILENT & LET THEM ANSWER>**

8) Ok got it. USANA will also be emailing you tracking info for shipping, what is your email address? And which Credit Card did you want to use? **<CLOSING TIP: PEOPLE NEED AROUND 8 SECONDS OF SILENCE IN ORDER TO MAKE A BUYING DECISION. ALLOW THE SILENCE!>** What's the credit card number? Expiration date? CVV2 code? Ok, so the number is **<REPEAT IT BACK>** Billing address the same?...

Script to Explain The RESET PLUS (continued)

10) Perfect. The next thing is to choose your shake flavors. You can get all chocolate, all vanilla, or half of each. Which is best for you? **<LET THEM ANSWER>**

11) Ok you're all set. I will be working with you very closely to make sure you hit your goals and have a great experience. At the end of your 5 days, we will discuss if you would like to continue to the next step, which is the Transform Phase program. Normally people lose an additional 10 pounds each month they do the Transform Phase, so it's the best way to compound your results and keep your momentum going after the RESET PLUS.

12) One of our team members named Donna Womack did the Transform Phase over 5 months and lost 50 lbs. That's 10 lbs a month and she's kept the weight off for 7 years. We have many stories like this! **<SHARE MORE STORIES HERE>**

13) But lets get you through your RESET PLUS first. I will process your order today and you should get everything around 5-7 days from now, give or take a day. Let's schedule a time to talk after you receive your products in the mail. I will be reading you the "RESET PLUS SCRIPT" to explain how to get the best results from your experience. I can talk on **<DAY>** or **<DAY>** which is better? Ok. And on that day I can talk at **<TIME>** or **<TIME>**, which would be best? **<SET A TIME RIGHT NOW>**

14) Lastly, The best thing you can do while you wait for your products to arrive is watch some more short videos by Dr. Ladd McNamara. He did his research, visited USANA's Manufacturing Facilities and tried the products himself. For the last 25 years he has been recommending the products. It is a big testimony to USANA doing the right thing. It's the best thing you can watch while you wait for your products to arrive. I'm going to send you the link right now.

<KEYBOARD SHORTCUT: drl or http://drladd.myteamwork.info Does it open for you? **<MAKE SURE IT OPENS UP FOR THEM>** Ok you are all set! I will be calling you when your products arrive to go over everything and also see what you liked about the Dr. Ladd videos. Thanks again for becoming my client. I am excited for you to feel amazing. Talk to you soon! **<DURING THE NEXT CALL, READ THEM the RESET PLUS DOCUMENT: <KEYBOARD SHORTCUT: rsp or http://resetplus.myteamwork.info >**

***IF THEY DON'T ENROLL IMMEDIATELY, SAY THIS:** I totally understand if you need a little more time. What we usually do in this case is send a PDF document that explains more about the RESET PLUS and a cool link to some Dr. Ladd McNamara videos of talking about the science behind the products. I'm going to send you both links right now. Can you hold on just a second? I want to make sure you get it. **SEND SEPERATELY: <KEYBOARD SHORTCUT: drl or http://drladd.myteamwork.info & KEYBOARD SHORTCUT: rsp or http://resetplus.myteamwork.info >**

Did you receive them? **<WAIT>** Ok and can you tell me, do both links open up ok for you? **<WAIT>** Great. The best thing at this point is to schedule a time for us to talk in a day or two. That will give you some time to look at your budget and make the decision that's best for you. **<PAUSE>**. I can talk on **<DAY>** or **<DAY>** which is better? Ok. And on that day I can talk at **<TIME>** or **<TIME>**, which would be best? **<LET THEM CHOOSE>** Ok I'll call you then and if you are ready at that time we can do your payment info over the phone & get you started on losing those first 5 pounds and having you feel great. Talk to you soon. **<ON THE NEXT CALL, READ THE FOLLOW UP CALL SCRIPT ON PAGE 20 AND ENROLL THEM IF THEY ARE READY>**

When You Meet Someone Sharp in Public or at a Party

Step 1: How long have you been working here? or What do you do for a living? How long have you been doing that? **<TAKE MENTAL NOTES>**

Step 2: That's awesome! And what do you like most about it? **<TAKE MENTAL NOTES>**

Step 3 (wait until the end of the interaction, and just before leaving, say):

The reason I was asking about your job is because the company I work with is expanding. It's something that has _____ (mention their likes). It's social media based, so you can continue working at your job and build another stream of income. I'm sure you're totally happy with everything you have going on, but if you'd like to exchange numbers, I'd be happy to get you some information.

Step 4:

Type your number here on my phone keypad **<HAND THEM YOUR PHONE>** and what's best time to call you tomorrow? **<LET THEM ANSWER>** Ok sounds good. I will text you right now so you have my number. **<SEND A TEXT WITH YOUR FULL NAME>** Did you get it? **<WAIT>** Ok sounds good I will be calling you tomorrow at TIME. I will text before I call. I hope you have an awesome rest of your day (or night). **<WHEN YOU CALL TOMORROW, USE PAGE 6 AND GIVE THEM THE PRESENTATION>**

If they ask what it is:

It's an e-commerce business but it takes about 30 minutes to explain when I call you. Is that ok? **<WAIT>** Ok sounds good talk to you then!

If they ask what you do:

I work in e-commerce, how long have you been doing _____? **<CHANGE THE FOCUS BACK TO THEM>**

Intro Call for Hot Market (Your Closest People)



SCRIPT TIP: This script is for close friends and family you can call directly. You will set appointments instantly. Make sure you stick to the script. Use the words "Online Business" or "e-commerce" instead of saying the word "USANA" or "health". Create curiosity and make them wait for the presentation call. Stick to the script and set the appointment.

Step 1: Hi FIRSTNAME ….

<SMALL TALK FOR A MINUTE, THEN GET RIGHT TO THE POINT>

Step 2: So I want to run something by you. **<NATURAL PAUSE>** I started an online business and I'm really excited about it. It takes about 30 minutes to show it to you over the phone. Not right now, but another day… would you be open to taking a look? **<WAIT>**

Step 3: Ok sounds good. I could do tomorrow at TIME or TIME. Does either time work? **<WAIT>** Ok sounds good. **<LET THEM CHOOSE>** I have to get off the phone right now, but I will text you about an hour before the call tomorrow. I hope you have an awesome day (or night). **<AS SOON AS YOU HAVE THE APPOINTMENT, GET OFF THE PHONE!>**

<WHEN YOU CALL THEM, USE PAGE 6 AND GIVE THEM THE PRESENTATION>

IF THEY ASK "WHAT IS IT": It's an e-commerce business but I would need to explain on the 30 minute call tomorrow. Is that ok?

IF THEY DON'T ANSWER, TEXT THIS: Call me

Script for Associate Prospect That Needs More Time Before Buying

I totally understand if you need a little more time. The next best thing for you to review is our Real People, Real Results page and check out some really cool 30 minute stories on YouTube. These are the best way to get advanced training. We have interviewed over 140 successful associates to date. I'm going to send you the link right now and I want you to choose the first one you're going to watch. Ok I'm sending now. **<KEYBOARD SHORTCUT: rr or http://results.myteamwork.info >** Does it open for you? **<WAIT>** Ok perfect. Which one are you going to watch before we talk again? **<LET THEM CHOOSE>**

What we always do is schedule a call within the next few days so you have enough time to do your research, look at your budget, and make the decision that's best for you. I can talk on **<DAY>** or **<DAY>** which is better? Ok. And on that day I can talk at **<TIME>** or **<TIME>**, which would be best? **<WAIT>** Ok sounds good. I will be calling you then & if you are ready at that time we can do your payment info over the phone & help you start working towards your goals. Talk to you then. **<ON THE NEXT CALL, READ THE FOLLOW UP CALL SCRIPT ON PAGE 21>**

PRO TIP: Many people need 4-6 exposures before they enroll. Continue to schedule follow-up calls and find different pieces of info to give them (recorded videos, live webinars, articles, etc). If you keep inviting them to review more info without any pressure, they will eventually enroll.

Script for Client Prospect That Needs More Time Before Buying

I totally understand if you need a little more time. The best thing you can do for your research is watch some incredible product trainings by Dr. Ladd McNamara. He did his research, he visited USANA, he uses the products personally and has been recommending them for over 25 years. It is a big credit to USANA for doing the right thing. I'm going to send you the link right now. **<KEYBOARD SHORTCUT: drl or http://drladd.myteamwork.info >** Does it open for you?

Ok you are all set. What I normally do is schedule a call within the next day or two so you have enough time to do your research, look at your budget, and make the decision that's best for you. I can talk on **<DAY>** or **<DAY>** which is better? Ok. And on that day I can talk at **<TIME>** or **<TIME>**, which would be best? **<LET THEM CHOOSE>** Ok sounds good. I will be calling you then and if you are ready at that time we can do your payment info over the phone and help you start working towards your health goals. Talk to you then. **<ON THE NEXT CALL, READ THE FOLLOW UP CALL SCRIPT ON PAGE 21>**

Inviting a Friend With A Health Concern

Can be said via text message or verbally:

H1: Hi FIRSTNAME I know you have been dealing with _____. I thought of you because I have several friends who have had really great results taking some specific nutritional supplements. I'm sure you're totally happy with what you're already doing, but if you want I can get you more info about it. **<THEY WILL SAY YES>**

H2: Sounds good. I would actually need to explain on a quick phone call (or zoom). Could you chat later today at TIME, or tomorrow at TIME? **<SCHEDULE THE CALL>** Ok sounds good. I will text you in advance as well. Talk to you then.

***USE PAGE 6-7 TO PRESENT, SHARE STORIES, AND ASK INITIAL QUESTIONS.**

***THEN SKIP TO PAGE 17 TO SHARE DR LADD VIP LINK.**

***THEN PAGE 20 TO SCHEDULE FOLLOW UP CALL.**

TikTok Flow - Turning "INFO" Comments into Presentations

***IF THEY ARE FOLLOWING YOU**:

Step 1: Follow them back and send a "wave."

Step 2: Interact with their page for a minute. Love 5 to 7 of their videos. Leave a comment on a video you like. Make them feel special. If they don't have any videos, skip this step.

Step 3 (Message them privately):

T1: Hi FIRSTNAME I really like your page, especially the _____ (GIVE COMPLIMENT). Did you want info about the online business? Nice to meet you!

IF THEY DON'T HAVE VIDEOS, COMPLIMENT THEIR PROFILE PIC OR NAME. BE CREATIVE

Step 4 (Tag them & reply publicly to the comment they left on your video):

T2: Hi @_____ I just sent you a DM. Message me there. Nice to meet you!

***IF THEY ARE NOT FOLLOWING YOU & THEIR ACCOUNT IS PUBLIC**:

Step 1: Go and follow them first.

Step 2 (Tag them & reply publicly to the comment they left on your video):

T3: Hi @_____ I just followed you. Follow me back and send me a DM for more info. Nice to meet you!

<IF THEY FOLLOW YOU BACK, YOU WILL BE NOTIFIED IN YOUR TIKTOK INBOX. PROCEED WITH STEPS 2 & 3 AT THE TOP SINCE THEY ARE NOW FOLLOWING YOU>

TikTok Flow (continued)

***IF THEY ARE NOT FOLLOWING YOU & THEIR ACCOUNT IS PRIVATE**:

Step 1: Go and follow them first. You will see the word “requested” appear after you hit follow.

Step 2 (Tag them & reply publicly to the comment they left on your video):

T4: Hi @_____ I just requested to follow you. Approve and send me a DM for more info. Nice to meet you!

<IF THEY APPROVE YOUR FOLLOW REQUEST, YOU WILL BE NOTIFIED IN YOUR TIKTOK INBOX. PROCEED WITH STEPS 2 & 3 ON PAGE 29 SINCE THEY ARE NOW FOLLOWING YOU>

***AFTER THEY SAY YES IN TIKTOK PRIVATE MESSAGES**:

T5: Ok sounds good. I do a 30 minute zoom to get you the information. Would you be open for a call later this week (or weekend)? It would be nice to connect and say hello!

T6: Sure thing! My next available times are DAY at TIME or DAY at TIME. Which one would be best?

T7: That works. We are confirmed for DAY at TIME. I prefer to communicate via text because here we don’t get notified when a message comes in. What’s a good phone number for you? My direct cell is _____.

T8 (texting their cell phone): Hi FIRSTNAME it’s YOUR NAME from TikTok how’s it going!

T9: Awesome glad to hear it. Here’s the info our zoom on DAY at TIME. Zoom Meeting ID: _____. I have that time reserved for you. I will text you in advance as well. Looking forward to connecting!

T10 (1 to 2 hours before the call): Hi FIRSTNAME talk to you later today at TIME. Please send me a thumbs up to let me know you got this. Here’s the zoom info once more. Zoom Meeting ID: _____. Looking forward to connecting!

T11 (5 minutes before): Hi FIRSTNAME, I’m in the meeting. Talk to you in 5 minutes!

T12 (if they ask what it’s about): It’s an international marketing firm that capitalizes on the big e-commerce trends. It takes about 30 minutes to explain on a quick zoom call. Is that ok?
<CONTINUE WITH T6 – T9>

<DURING THE ZOOM, USE PAGE 6 AND GIVE THEM THE PRESENTATION>

9 Step New Associate Checklist

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

Name of New Associate: _____

Date of Enrollment: _____ Premier Platinum Pacesetter (PPPS) Deadline: _____

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

❑ New Distributor Orientation

Watch the videos together at http://ndo.myteamwork.info and have discussion between each one. (1 Hour)

❑ 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)

❑ Script Walk Through & Story Creation Call

Walk them through the first 7 pages of script & write their presentation story with them. Refer to video http://story.myteamwork.info on how to conduct this call (1 Hour)

❑ Marketing Together for the First Time (Hot Market)

Explain the DMO Tracker & 7 Day Tracker. Roll-play using page 27 so they can be ready to invite hot market. Have them do their first invite calls & notate results on the 7 Day Tracker.

❑ Presentation Rehearsal Call

Rehearse pages 6-7 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.

❑ Marketing Together for the Second Time (Warm Market)

Have them join zoom on their phone and share their phone screen. Guide them do 5 warm ups live. Explain pages 3-4 to warm up, close out, and invite warm market. Have them notate warm ups and close outs on the 7 Day Tracking Sheet. Assign them 5 warm ups per day.

❑ Vision Statement Creation Call

Spend 30 minutes helping them design their Core Purpose, Personal Vision Statement, 7 Affirmations, and Core Values. Use template provided & customize it with their name & family members names. This call should happen after they complete Week 1 of Inner Circle.

❑ 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.

❑ 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.

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.

7 Day Tracking for Week Ending Friday: _____

For more copies visit: http://dmo.myteamwork.info

𝍸 Number of Warm Ups or New Friend Requests	**Names** who responded. Warming Them Up Now. (1-2 day process)	**Names** who have been closed out. Ready to be invited tomorrow.	**Names** who have been invited with: M1, Z1, or invite call.	**Names** who said YES	**Names** who agreed to a specific time	**Names** who showed up	**Names** who need to be **rescheduled**	**Names** who saw the presentation, but **need more follow-up before enrolling**
Saturday								
Sunday								
Monday								
Tuesday								
Wednesday								
Thursday								
Friday								
Total #	Total #	Total #	Total #	Total #	Total #	Total #	Total #	Total #

DMO TRACKER

Reasons: Support Your Family, Build Wealth, Create Freedom, Help Others, Have Fun :)

Week Ending Friday _____ Personal Presentation Goal _____ Support Presentation Goal _____

Back to Basics - Treat This Like a Job

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
Inner Game Reprogramming:	Inner Game Reprogramming:	Inner Game Reprogramming:	Inner Game Reprogramming:	Inner Game Reprogramming:	Inner Game Reprogramming:
☐ Identity Stack	☐ Identity Stack	☐ Identity Stack	☐ Identity Stack	☐ Identity Stack	☐ Identity Stack
☐ Gratitude Stack	☐ Gratitude Stack	☐ Gratitude Stack	☐ Gratitude Stack	☐ Gratitude Stack	☐ Gratitude Stack
☐ Learning Stack	☐ Learning Stack	☐ Learning Stack	☐ Learning Stack	☐ Learning Stack	☐ Learning Stack
☐ Schedule Today's DMO Time	☐ Schedule Today's DMO Time	☐ Schedule Today's DMO Time	☐ Schedule Today's DMO Time	☐ Schedule Today's DMO Time	☐ Schedule Today's DMO Time
☐ Return Inbox while Notating Tracking Sheet	☐ Return Inbox while Notating Tracking Sheet	☐ Return Inbox while Notating Tracking Sheet	☐ Return Inbox while Notating Tracking Sheet	☐ Return Inbox while Notating Tracking Sheet	☐ Return Inbox while Notating Tracking Sheet
☐ Work Tracking Sheet Backwards / Follow-up	☐ Work Tracking Sheet Backwards / Follow-up	☐ Work Tracking Sheet Backwards / Follow-up	☐ Work Tracking Sheet Backwards / Follow-up	☐ Work Tracking Sheet Backwards / Follow-up	☐ Work Tracking Sheet Backwards / Follow-up
☐ 1 Post (TikTok, Reel, Live Video or Normal Post)	☐ 1 Post (TikTok, Reel, Live Video or Normal Post)	☐ 1 Post (TikTok, Reel, Live Video or Normal Post)	☐ 1 Post (TikTok, Reel, Live Video or Normal Post)	☐ 1 Post (TikTok, Reel, Live Video or Normal Post)	☐ 1 Post (TikTok, Reel, Live Video or Normal Post)
☐ Share Parts of Your Day in Stories (3-5 minimum)	☐ Share Parts of Your Day in Stories (3-5 minimum)	☐ Share Parts of Your Day in Stories (3-5 minimum)	☐ Share Parts of Your Day in Stories (3-5 minimum)	☐ Share Parts of Your Day in Stories (3-5 minimum)	☐ Share Parts of Your Day in Stories (3-5 minimum)
☐ 3 Client Check Ins	☐ 3 Client Check Ins	☐ 3 Client Check Ins	☐ 3 Client Check Ins	☐ 3 Client Check Ins	☐ 3 Client Check Ins
☐ 5 Warm-ups or New Friend Requests	☐ 5 Warm-ups or New Friend Requests	☐ 5 Warm-ups or New Friend Requests	☐ 5 Warm-ups or New Friend Requests	☐ 5 Warm-ups or New Friend Requests	☐ 5 Warm-ups or New Friend Requests
☐ 5 Close-outs	☐ 5 Close-outs	☐ 5 Close-outs	☐ 5 Close-outs	☐ 5 Close-outs	☐ 5 Close-outs
☐ 5 Invites	☐ 5 Invites	☐ 5 Invites	☐ 5 Invites	☐ 5 Invites	☐ 5 Invites
☐ 3 Associate Check-Ins	☐ 3 Associate Check-Ins	☐ 3 Associate Check-Ins	☐ 3 Associate Check-Ins	☐ 3 Associate Check-Ins	☐ 3 Associate Check-Ins

For more copies: http://dmo.myteamwork.info

DMO = Daily Method of Operation