

GETTING STARTED

STRATEGY MEETING WITH CONSULTANT (AND UPLINE IF APPROPRIATE)

Once a New Consultant has scheduled 8 and completed 1 or their Facebook Pop Up events in two weeks. This meeting should be scheduled to happen the day **after** first event.

1. Review and/or flush out their why.
2. Review goals - immediate and long term money goals.
3. Review the presentation(s) they just held and explain what to do next. Walk through the 15 Minute FB Smore with them. if applicable. (Found on: www.danasnationresources.com password consultant.) Show them what to do next to follow up.
4. Review their upcoming calendar. Reinforce the importance of a full calendar, hostess coaching.
5. Reinforce that their goal is to find business partners, hosts, and clients from each event.
6. Explain how to get to District Manager and Area Manager (use their goals to show what they need to do.)
7. Ask who can we talk to about joining their team? Let them know you can launch one or two people that month with them.
8. Talk about social media posting on their personal pages and creating a VIP client group. Make sure they are added to your VIP group so they can see what you do.
9. Make sure they know that you will be following their groups to assist and you will want to touch base after each group is held.
10. After each group, go over what they need to do and answer their questions.