10---5---1---R^3

Mentor Outline

These calls begin to create the culture within your organization, build relationships and find your builders.

Welcome Call

Welcome new member to the team. Share with them that they will be receiving an email or text with instructions on how to log into our www.HLTraining.weebly.com training site. Invite them to www.JoinOurZoom.com for the Monday night ZOM and QuickStart. Schedule Step 1 and 2 call. (Be sure to print a copy of each new member/mentee's "Step by Step Worksheet" for your scheduled mentoring calls.)

Step 1, 2 and 3 Call-- Review

- RTD Location – show them where to find their local training information on www.RegionalTainingDay.co.uk If their RTD has a FB page, be sure to add them.
- Give them dates for the next **Success University** and instructions on how to register.
- **Review Goal Sheet**... Get clear, why, leverage , accountability understand what they want
- Review Lean and Fit options. Talk about adding a product per month to their programme (shampoo, skin care, sports).
- Create your own before and after testimonial.
- Print off Picture Price Guide
- Review and understand costs of different discount levels on excel

Step 4 Call-- Review

- Do they have 10, 3 Day Trial Packs ordered or on hand? Explain the importance of always having packs on hand.
- Print "Getting Started Options" document? Discuss which option is best for them and their goals.

Explain to them that Steps 5, 6 and 7 will walk them through the process of getting 3---Day Trial packs into the marketplace and getting their first 10 customers. They will review each section in detail and schedule a call with mentor to review after each step.

Step 5 Call--Review

- Where are they in creating their list and going through the memory jogger?
- Explain why we put everyone on the list.
- Talk about the two types of people: people they know and people they don't know.
- Talk about launching their business: texting, FB announcements, importance of following the system and using the scripts that work.

Step 6 Call--Review
- Do they understand the importance of using the 3 and 6 day handout with all trialists
- Have they read and understand the script for following up trialists
- Printed off and understand the importance of using the 4 Pillars "Tracking Sheet" and completing this so they can work there ratios out
- Save "Follow up" pictures to their phones and put them in a separate folder so they can find easily

Step 7 Call--Review
- Are they clear on customer follow--up? Do they understand Day 1, Day 3, Day 7 and Day 14?
- Give clarity that these are the steps that create long---term customers which, in turn, can create new members.
- Did they review the "21--Day Shake Challenge" information? Discuss adding it into their follow--up.
- Did they download or print off the "Then and Now" Pictures (Before and after's)

Step 8 Call--Review
- Are they clear on how to do a Wellness Profile?
- Get them started quickly. Put cash in their pocket within 72 hours.
- Have they added the Wellness profile forms to their business binder? Are they using them to track information? Explain to them that they will remember one or two customer's information…but they won't remember 15---20. Start good tracking habits NOW.
- Do they understand how and why you "Chase the LIKES"?

Step 9 Call--Review
- Ask them to save and use the referral pictures
- Ask them to save the texts to their phones in the notes for each customer
- If they want further DMO's to study then direct them to www.GSIH.co.uk

At the close of your Step 9 call:
Based on the goals of your new member and what they shared with you in their goal sheet, you move on to step 10.

Step 10 Call--Review
- TBC