

## Archive numbers and team calls

1. Send an email to your support success line: In the subject line “Welcome my newest member” With their: Full Name, Phone Number, E-mail, State and or time zone.
2. Have the New Preferred Customer (PC) send a “blank” email to the following addresses: [inspirewelcome@royal-responder.com](mailto:inspirewelcome@royal-responder.com)
  - a. This is our eight day series. You will receive complete directions in moving forward with Melaleuca. You can **fast forward** to the next message if you do not want to wait 8 days.  
[intheloop@royal-responder.com](mailto:intheloop@royal-responder.com)
  - b. We will use this email to provide the Inspire Team updates and information with respect to special conference/training calls.  
Register to be in the Team’s back office, follow instructions completely to get your personal password at:  
<http://www.trends2000.net/inspire/members.htm>
3. **For someone who says they are a Business Builder:** “It’s my understanding that they are interested in building a business. Is that correct?” Be sure to have them rate themselves. How do you rate yourself?
  - a. 1 = I will just be a customer
  - b. 2 = I might tell a few friends or family and I will a customer
  - c. 3 = I’ll work this part time / part time, tell a few friends or family and be a customer
  - d. 4 = I will work this part time (plus all of the above)
  - e. 5 = I AM A BIG THINKER & want to work this part/full time (I deserve and want it all.)

The answer dictates how you will follow up with this individual. Obviously, if they are a 3, 4 or 5 then you will want to be *very focused* with them.

4. Here is the “**Step by Step Action Plan**”. Know what the next step is:  
**24 / 48 / 72 Hours to Director! BIG, BIG THINKERS!**
  - a. **Director:** (8 – Director; 10 – ok; 12 – you’re doing better; 14 – you’re on your way; 16 – heading home; 18 – almost there; 20 - You made it; don’t rest here.)
  - b. **Keep Enrolling Monthly:** Think Big: 8-10 per month; Medium: 4-6 per month; Low: 2-3 per month. Minimum 2, never less than
  - c. **Help create Directors:** Pick those people you will help monthly.  
First Work with 3 to 5 / 2 to 3 / 1 or 2.
  - d. **Set your bar, set a pace and be consistent:** Winner never quits & Quitter never wins.
5. **Proper Procedure:** Do 1 and 2 with in 1-3 days: **The archive** with in 3-5 or 7 days:
  - a. Send “blank” emails to the appropriate links. See # 1 and 2 above on pg. 1
  - b. **Dial into the pre-recorded archive, listen to:** 913-385-6683 press number 2 immediately, then make archive selection below:
    - 1) 70 (protocol) & 71 (phone blitz)
    - 2) 30 – 33 (Procedure Training)
    - 3) 36 – 40 Un-Packing your VP (Great product knowledge)
    - 4) 15, **14**, 13, **10** (A Sizzle, Overview, Pipeline) (how to present the business)
    - 5) Submit by email a contact list with name, phone and email address.
    - 6) Subject line: “Assignment Completed, I’m ready to get on your calendar & go.”
    - 7) MAKE AN APPOINTMENT WITH YOUR SUPPORT UPLINE & DO CALLS!

- c. Proper procedure for contact list (7-b 5)
  - 1) Write a list of **everyone you know**.
  - 2) Rate the list.
    - A people you are intimidated to talk to; love to have in business but scared to talk to; B know you could talk to; ok business builders or good customers; not afraid to talk to;
    - C customers only
  - 3) Email A list to enroller. Please rate friends & family. They are stepping-stones in this business. Place them at the bottom of the list in a category called stepping-stones.
  - 4) Book an appointment with enroller with this goal in mind:

**Go Director in 24, 48 or 72 hours.** The ball is in your court. This has been accomplished in as little as 1 day, 2 days, 3 days. Some take as long as 30 days. This does not have to take longer than 1 week.

- d. Do number 4 – in 2 weeks or within 1 month.

## Updated and correct telephone numbers

### Team Conference line 512-225-9559 pin 92588#

Monday: **6:00pm PST BOD ONLY pin # / Board of Directors**  
7:30pm PST 512-225-9559 pin 92588# / \$21,000 Club Call

Tuesday: 11:00am PST 646-519-5800 pin 4541# Presentation  
**6:00pm PST 512-225-9559 pin 92588# Phone Blitz**  
7:00pm PST 865-362-4150 pin 4542# Presentation

Wednesday: 5:00pm PST 646-519-5860 pin 4541# Presentation

Thursday: 11:00am PST 646-519-5860 pin 4541# Presentation  
**7:00pm PST 646-519-5860 pin 4541# Mela 101**

Friday: 6:00pm PST 646-519-5860 pin 4541# / Kristiana - AKA Product Queen

Saturday: 10:00pm PST 512-225-9559 pin 92588# Nutz and Bolts (2<sup>nd</sup> Sat. of every month)

## Here is our New email addresses:

### Karlyn:

Email: [thebizpro@trends2000.net](mailto:thebizpro@trends2000.net)  
AOL IM: themlmpo2000  
Phone: 909 696-7224

### Stephan:

Email: [ownboss@trends2000.net](mailto:ownboss@trends2000.net)  
AOL IM: ownboss2015  
Phone: 909 696-CASH (2274)