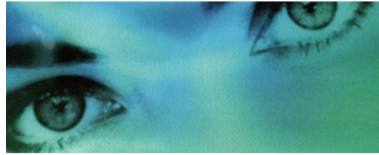


Training By: Karlyn



See to it that you do...

## **The 48 Hour Follow-Up:**

Once a new business associate has joined with you, do a 48 hour follow-up with them.

**You are going to need to discover they're WHY for wanting to doing this.**

**WHY?**

How big is their WHY?

**Discover their goals.**

What is it they want?

Really want?

Really desire?

**Give direction, set a plan and create a realistic time line, to help get them there.**

They need to make their list to begin the process of getting members / enrollments. Show them how you and your support line are going to help them.

**Get a list!** (This is huge)

Help them to excel their business by letting them know additional options they have.

Example: **ALL THE TOOLS!**

1. Be sure to do a three way introductory welcome call with your support line and new prospect.
2. Send Them a Welcome Letter with all of the following updated information
3. Get trained by the pro and in the loop at: [www.freebietraining.net](http://www.freebietraining.net)  
All important conference / training call schedules, numbers, dates and times:  
Conference Calls:  
Weekly Trainings:  
Sizzle Calls Numbers:  
Archived Call Numbers:
4. Get them comfortable with their personal website.
5. Get them comfortable with their back office website. (Walk them though it)
6. Give them a comfortable and successful pipeline:
7. Set the bar. Give them something to strive for. Show them what it is all about. As you "Lead by Example". Tell all that is about to take place.
8. Leave a lasting impression and be a full service person.



[www.freebietraining.net](http://www.freebietraining.net)



**K-TIP** – The 48 hour follow-up