



Enroller's Guide for *Active Duplication* Checklist

Successfully Starting Your New Rep Follow this simple process whenever you sponsor a new person and repeat it with new reps that sponsor people. This is the mechanism, **PERSONALLY teaching through three levels or more, that is at the core of the SYSTEM**

**Go through the Enroller's Guide Training on line several times.
At the sign up:**

- Book the follow-up appointment ~ be specific about time and date
- Call them and make sure they are on track prior to the coaching session; that is they got the Welcome Email and found the site. We are sending ONLY to the training site at first ~ no confusion {team site entered her}
- We are compressing 3 meetings into one so let your new reps know they need to allot about 30 minutes to "Get Ready" and 30 minutes for the meeting.
- Use these phrases often '**Earning while learning**' and '**in less than 2 hours we will be in income producing situations for you**' and **get ready to GO**
- **IMPORTANT:** The site will feature several trainings with more to come. Let them know the only thing they need to find is **New Distributor Training - - NDT**
 - You might say something like this: *"It takes less than two hours to start earning. There is about thirty minutes of interactive training to view. It's fun! Look for '**NDT**' at the training site. You will see lots of trainings but the only thing you need to do is work through the **New Distributor Training**. On our coaching call I will get you '**Set.**' After the call, its **GO TIME!** We start earning, you will be **earning while learning** from that point on."*

At the coaching meeting:

- Obviously, doing this at their home is a huge plus for them and you.
- Find out what they have done and work the list with them from top to bottom
- **Use the phrase "The next step to get you in 'GO TIME!' is to....."**
 - **FOR EXAMPLE:** *'The next step Sally is to schedule.....a time and date to review the three step plan.'* Repeat this for each line. You just read and fill in the blanks in the '**Set**' section while they do the same.
- The '**Set**' portion is a pre-determined plan of action. Just follow it ~ you are helping them decide the times and dates they will fill do these things.

- They will learn about the 3-Step Plan
- They will learn about List Building.
- Both of these trainings appear under “New Distributor Training”
- Order their CDs ` call {company name inserted} OR do it on line & tell them about the virtual office
- This pre-determined plan of action creates a seamless shift from trainings into 3-way calling.
- Use the rest of the time to build a list with them <<**DO NOT**>> assign this task. It simply does not happen.
- **Learn and teach** the ‘1-2-3 system’ language.
- <<**MAJOR SHIFT**>>: If they have not done a portion <<use the 30 minutes>> to get them started.
- **The GREAT ACCELERATOR is doing this at their home.**
- Review List Building 101 [NDT] and create as many **LIVE** list building situations as you can.
- **Lists and 3-way calling is facilitated by proper implementation of *SYSTEM***