

PROCESS FOR SUCCESS

By Raquel & Peter Blackwell

PRINT AND SAVE THIS FOR EASY REFERENCE:

(Be sure to write your script and be comfortable with it.)

Contact either phone or in person:

****Include WIW-** Brand new Company with a first to market product. Backed financially by the guy who started Word Perfect and sold it for over a Billion dollars. The IPOD of the nutritional industry****

Contact (be sure to book follow up)

Give Mag/sample, Destined for Greatness CD

web link: www.GetAgelInfo.com

Follow up -----book A, B, or C – BAM – Book a Meeting!

A) Invite to PBR/ABB which ever is first (unable to come proceed to step B)

B) Recorded presentation at www.agelworld.com
(Unable to log in for any reason proceed to step C)

C) Book one on one

Note: a call to your up line with your prospect should be booked for every showing
Be sure to book follow up no more than 24hrs.

Suggested follow up material- Magazine if they have not had it.

- Destined for Greatness CD or DVD

To Get A NEW Member Started correctly proceed to next page!

Getting a New Team Member Started Correctly

Make the process simple. Keep this handy for future reference.

Fill out Paper Application for appropriate level. Exec Pack is recommended for fastest growth (If desired, can use business name if it is a registered business == optional)

Auto Ship set up appropriate number of boxes. 4 are recommended if they are looking to build the business. 2 box minimum.

When I sign a new team member, right then and there, I take out my planner and schedule a New Team Member Orientation (NTMO) for 30 - 45 minutes with my new team member within the next 24-48 hours, and I tell them we will only have 30-45 minutes. I send them a Welcome Letter with the assignments and time for the NTMO stated again. You can find this letter in www.AgelNetwork.com under section 5: Sample Letters & Scripts

Assignment for them before the NMO can proceed:

Know Why? What is it they would like to get out of Agel? What \$\$\$ amount would make it worth while and make a difference in their lives to accomplish. What is important to them?

Review www.getageltraining.com

List of Prospects- sent to you prior to NMO

Time - Think about the amount of time they are willing to commit.

The goal during the NTMO is to establish their time goals like "**Slow & Steady, Medium Hard core, Hardcore Super Star**) when will they be doing the business - **get exact hours** put in their book and establish their **financial goals for the next 30 days**, and set the dates for their **first 2 PBRs**. (power point on www.agelnetwork.com #10 found on right side of page)

Then review the business process of their major blast & first exposure tool. What push play tools to use during the PBR ... (review what you did with them) ... role play a few approach calls and what the next steps are so they understand the process, as well as help them to grade their list - help them to discover their 3 & 4 star candidates on their list. This is discussed in Step 1 of www.GetAgelTraining.com

I also give them a quick review of www.AgelNetwork.com so they know where to find resources. Then I set another time within the next 2 days to follow up. A great way to keep to time management is to set the next scheduled appointment. This principle will free you up to spend time focusing on your own inviting and prospecting.

Set up their calendar with them for all web cast training. **Thurs at 4:30PM EST or Sun. 9PM EST** www.onlineabb.com Be sure to add other upcoming local events like ABB or Super Sat trainings.

Repeat!!! Repeat!!! Repeat!! Repeat!!! Repeat!!! Repeat!! Equals \$\$\$\$\$\$