

# **FOUR STEP PROCESS FOR RECRUITING AND SPONSORING**

- 1. SHOW THE PLAN** Leave "time for a change", or "Cash in on wellness", or ("The System" video if spouse is present), corporate brochure/annual report, and Lead the parade cassette tape. It is also recommended to give the prospect an answer to "What is it" & "two minute commercial" (Imperative that they learn both before approaching people).  
**Book a follow-up within the next 48 hours.**

**Important!** Bring to Second Look as soon as one is scheduled in the local area. (Within 48 Hours) If this is not possible Continue with follow-up #1.

- 2. FOLLOW-UP # 1 ANSWER QUESTIONS** Show the difference between a Single Supervisory entry level. Use 10,000 BV volume comparison. **Leave LIT PACK, AND MAKING A NAMES LIST** for their Review. BASIC 5 part 1&2 cassette tapes (start education) Go over answer to "What is it" & "Two minute commercial"  
**Book a follow-up within the next 48 hours.**

**Important!** Bring this person to a Basic 5 training as soon as one is scheduled in the local area (a seminar ticket should be sold immediately if not all ready done).

- 3. FOLLOW-UP # 2 TRIAL RUN OR SIGN UP** Use GETTING STARTED GUIDE HOME WORK ASSIGNMENT
1. Complete **names list** 60 to 100 names copy must be available at follow up. (Whether signed up or trial run)
  2. Complete **goals statement** with plan of action copy must also be available at follow up. (If signed up)

**Book a follow-up within the next 48 hours**

**Important!** Sell tix to next major local, district, regional, or cooperate event.

- 4. FOLLOW-UP #3 MOST IMPORTANT STEP**
- Review** Go through Action plan, make sure it is complete. Get a copy of their **NAMES LIST** and **GOAL STATEMENT**. Book two kick off dates where you show the plan for Them. (Do 3-way calling to invite people to their kickoffs) Review Answer to "What is it" and "Two minute commercial".