

CALL 2 SETTING UP YOUR BUSINESS FOR SPONSORING

ANSWER ALL QUESTIONS (pertaining to Call 1)

NOTE: Make sure they completed all assignments from Day 1 Call. If they haven't completed all steps, get them on track to complete Day 1 before you move on. At this point just keep telling them stories of successful people on the products and in the business. Try to relate to them. Go at their pace not yours. If you don't you will lose them.

TOOLS AND SUPPLIES NEEDED FOR SPONSORING

STEP 1. Tell a story about the need for tools. The carpenter story is a good one. (see below)

Carpenter Story

When setting up your business you want to be ready to win. This section is going to show you the tools and supplies you are going to need to take advantage of this. Think of it as a carpenter going to work and his job is to build a house. If he didn't have his hammer he would not be able to work. But If he just had his hammer and didn't have his ruler he still would be in trouble. We are going to give you the tools and supplies that you need so you can build a successful business.

STEP 2. Where do you see yourself starting your business. Supervisor, Success Builder, Senior Consultant. (explain each of these or refer back to Success Starter Video, and Marketing Plan Video)

STEP 3. Before you tell me I want you to hear from President Team Member Lisa Curtis. (3-way them into the supervisor call 1-801-322-9556) Wasn't that some story? (be excited and wait for their answer)

STEP 4. So where do you think you would like to start your business. Wait for answer (AT THIS POINT IF THEY DO NOT COMMIT TO SOMETHING, THERE IS NO SENSE TO GO ANY FURTHER until they are ready) They may have reasons, no money, want product results first. So the only thing you can do is follow up until they are ready.

STEP 5. Once they commit, they are also going to need supplies for retail, sponsoring & enrollment. (see attached)

STEP 6. Place product order and supply order with the Herbalife order department 1-310-216-7770 on a 3-way call right now. Be sure to get the order number.

STEP 7. Set up their Work From Home website by clicking on the "website" icon on the Business Center. They will need to have a domain name chosen. Send them to you own WFH website so they can review the site again to see what their getting.

STEP 8. Sign up for a merchant account so that they can process credit cards and accept checks (refer to the Business Center "Utilities and Setup" drawer)

STEP 9. Set up 3-way calling, voice-mail, call-waiting, etc.. with your phone company.

STEP 10. Sign up for Herbatel 5.9 cents charge in 6-second increments. (refer back to Business center "Utilities and Setup" drawer)

STEP 11. Set up separate bank account and credit card for your business (try to find one with frequent-flyer miles.

STEP 12. Get an appointment book/day planner.

Set next appointment: _____

HOMEWORK ASSIGNMENT

1. Start the Business Center Training
2. Read Chapters 6-10 in Business Center Training
3. Start working on personal development. Some of Jim Rohn's books may be good.
4. Have them start a dream list. Start designing the life they would love to have, houses, cars, how much money, what kind of a person they would like to become. Have them write all this down on paper.
5. Review menu items for advertising (ads, signs, flyers, pull-tabs, etc...)
6. Get familiar with the scripts for retail and recruiting – refer to Business Center "Marketing Tools" drawer or Business Center Training Manual.

