

## FOCUS GROUP CALL 2

- I. Introductions/Focus Group Tracking Sheet Review – Asst. Team Leader then Participants**
- II. Homework Review**
- III. Business Center Prospect Manager Introductions**
  - A. How to use - also see Prospect Manager Drawer
  - B. Importance of daily updates
- IV. Lead Follow-up**
  - A. I-prospects...Stay on top of these
    - 1. Prospect Manager follow-up
    - 2. E-mail follow-up
    - 3. Telephone follow-up...aggressively follow-up
      - a. Role-play or live example
  - B. Booklet Requests
    - 1. Preparing
    - 2. Confirming
      - a. Role-play or live example
  - C. COI – How to present the opportunity
    - 1. HOM's
    - 2. Three-way with Sponsor
    - 3. Thursday night National Call (620-294-3000, 1717#)
    - 4. Grand Opening
- V. Decision Pack Orders**
  - A. Confirming
    - 1. Role-play or live example
  - B. Appointments
  - C. Preparing
- VI. Discuss Current Topics, Promotions, and Events**
- VII. Homework**
  - A. Distribute completed Focus Group Tracking Sheets as directed by the Focus Group Team Leader.
  - B. Distribute your income story to everyone.
  - C. Three-way with your mentor onto I-prospect calls and Booklet Confirmation calls.
  - D. Buddy Participants to role-play sign-up script...be prepared to share
  - E. Prepare several Decision Packages
  - F. Mail/Fax to Team Leader, Asst Team Leader, and Sponsor copy of your orange booklet as prepared, cover letters, business cards, etc. Be proactive. Show you are on track.
  - G. Print out the Mentoring Call Checklist for next weeks call (In Focus Group Drawer)
  - H. Personal Development Assignment