

# NEW DISTRIBUTOR TRAINING OUTLINE

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**AT THE TIME** YOUR NEW MEMBER SIGNS UP.

**STEP 1. Go over their assignments.** Make sure their initial training is set up within 48 to 72 hours from the time they sign up.

**STEP 2.** Follow up.

Make sure that they have faxed you (or your upline) pages 1 and 2 (the assignment sheets) filled out, **and** their top 20 list and 200+ names.

You are their coach. Make sure they are doing their homework. Call them once or twice between when they sign up and their N.D.T.

Set aside about an hour either by phone or in person.

**STEP 3.** At their New Distributor Training, (NDT). The steps that are critical are in bold.

1. Do whatever small talk and answer any questions they have.
2. Ask if they are using the product
3. **Go over their assignment sheet.**
4. Confirm that these are “real” goals that they are willing to work for.
5. **Set up a plan of action with a specific schedule.**

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| <ol style="list-style-type: none"><li>1. An in home business meeting. (If they can put a room full of people together).</li><li>2. Specific, scheduled time on the phone to make calls with you or your upline.</li><li>3. Times for one on one’s.</li><li>5. Identify people they will get a DVD to.</li><li>6. Identify people they will invite to listen to the recorded message and view the site.</li><li>7. Have people on the live conference call(s).</li><li>8. 3-way people into the 4 minute message.</li></ol> |
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### A. **Plan of Action**

Be sure your new person is aware of all the tools available to present the business. Set actual dates and times over the **next 21 days** of whom and how you are going to present the business. If you are going to do an in-home presentation it should take place about 10 days in the future.

## **B. Teach them how to invite/contact people to look at your company.**

Each prospect will be a little different. What ever they feel comfortable with and is working for you is good. However if it is not working, they need to be told to stop and check with the upline for counseling and guidance.

**In any case, the following is of vital importance. Teach them to:**

- A. Be very excited and upbeat. This is a gift you are giving them. Treat it as such.
- B. Get a firm commitment that they will do what they agree to do. I.E. Come to the in home, meeting, or one on one. Listen to the conference call or DVD etc.

Know what is a yes? Any if, any, or but, is a no! Learn to listen to what a “yes” actually is.

*Hint! Saying, “I will try”, is an honorable way of saying I will not be doing that. You can actually say that to people that say, “I’ll try”!*

Teach them how to over come objections.

I.E. “If I am totally wrong, what have you lost and hour?

What if I am right? Don’t you owe it to yourself to find out”?

Your new person has a plan of action that shows them that you and the up-line are going to really help them.

## **C. Prepare for Success**

The next critical portion of their training is to make sure they are prepared to sign people up, train them and/or have follow up materials for their prospect.

Now you turn to them and ask them to imagine it is the night of the in home (or after a 1 on 1 or 3 way call) and 8 couples are there, four are interested and ready to sign, 2 would like to try the products first and 2 need to go home and think about it. In other words, **there are 4 potential reactions to the presentation.**

- 1. The want to sign up.**
- 2. They want to try some product as a retail customer.**
- 3. They want to think about it.**
- 4. They are not interested in any of the above.**

- 1) If they want to sign up go over the product packages that are available. Explain the different benefits of the packages. Once they decide on the package go to your site and get them signed in.
- 2) If they want to purchase product as a retail customer, you might want to have a small amount of product on hand.
- 3) Be sure to have brochures and DVD's on hand so they can go home with something to review and think about, or you can send a follow up package to them if they are not local.
- 4) Thank them for coming, **but always ask them for a referral**. Ask them if they know anyone that is financially motivated or someone who is looking for a new business.

That's it! The training is complete. Now you just have to make sure the plan of action is implemented. Remember, it is YOUR job to make sure they sponsor 3-5 people as fast as possible. You are their upline and need to take this job seriously.

Now you just have to repeat this cycle and help your new people with their new people.

***Some helpful hints:***

*Set up a separate checking account exclusively for your FFi business so you can see your retail profits and commission check grow. Do not spend it on anything non-FFi for a while so you can see the fruits of your labor.*

*Set up a separate place in your home for your business where you can be quiet and make phone calls etc.*

*Set up a specific time each day you are going to make phone calls. Build your business by design not by accident!*