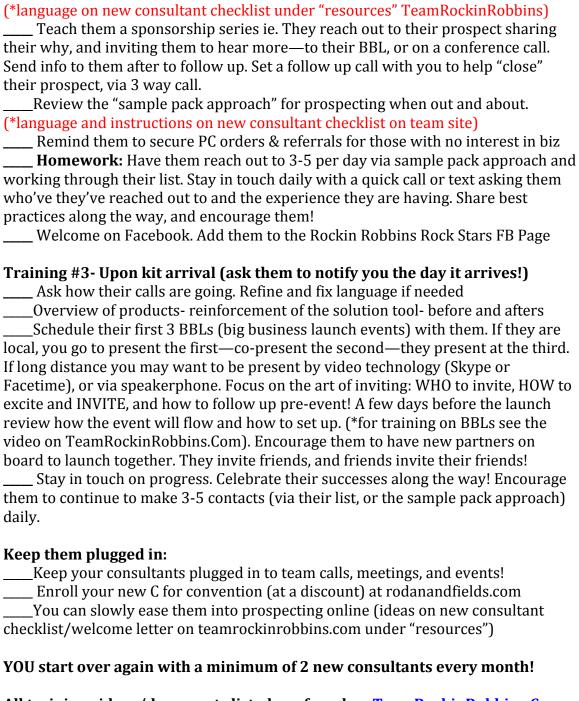
## ©TeamRockinRobbins.Com **←** (username and pw: team) How To Train A New Consultant- First 30 Days Checklist

For a full training on how to launch a C listen here: <a href="http://tinyurl.com/fasterstart">http://tinyurl.com/fasterstart</a>

Enrollment Appointment- Getting Started Training #1
Reinforce the value of the \$995 kit (savings at enrollment only, strong start=>
all regimens & 2 macroE- one to demo, one to use, & sample packs). Express enroll.
Enroll your new C in their \$100/mo autoship (which includes Pulse- websites,
and CRP- monthly products). Suggested: leave the Booster Pack as a place holder for
their first CRP so they can get the special savings on the final products to complete
their display, at the deepest discount for new consultants only.
Introduce your new C to their company websites. Teach them the value of
Preferred Customers, and how/where to enroll them. Teach them to use the
solution tool to make proper recommendations for the products.
Introduce your new C to TeamRockinRobbins.Com for team training. Teach
them to log in. Have them enroll in the team newsletter. Show them where to find
training videos and resources, as well as team call #'s, found on the site.
Homework: Assign Getting Started Video #1. This will guide them in creating
their list, but also give them homework on creating their list, and how (go through
their phonebook, facebook, memory jogger, and star their top candidates)
Schedule the next training in 24-48 hours when homework is complete
Send them the Team Welcome Email (found on TeamRockinRobbins.Com)
Lend them 10 sample packs to begin sharing (and have them return them when
their kit arrives)
Training #2- first 48 hours
Review any questions the new C has
Ask them why they are doing the business. Determine pace and goals
Goal setting: Ask them their goals. Show them the "Pattern to Prosperity" Chart
(found in the biz dev library of pulse). Ask them which level of income they would
like to achieve. Teach them to get to the larger incomes, they need to "get your 8 and
duplicate"—"Let's get your 8 partners fast and help them duplicate so your income
is strong and stable. You earn the ipad and bonuses in the process when you get
your "two" and help them start strong during your first full month!"
Review their contact list. Tell them to put their most successful people at the
top. You can get to all of them—but you want to reach out to the most motivated,
respected, connected, confident, successful people first.
=>Ask about their top 3: Who they are- why did you choose them? Validate why they
would be great and share any stories of people in similar professions or
backgrounds doing well in R+F. Teach them how to "excite and invite" (no verbal
vomit, say very little, "excite them and invite them" on calls with you immediately!)
It's not what you say, it's the excitement in which you say it! Work with them closely
on connecting with their top 20. If local: schedule a time block to make these calls
with them—if not, you can always 3 way in with them for support if needed.



All training videos/documents listed are found on <u>TeamRockinRobbins.Com</u> Companion documents are found under the "Resources" section of this site.

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