



Rapid Fire 48

The Objectives of this Rapid FIRE 48 is for your new distributor to:

Find 2 enrollments w/in their first 48 hours!!!!

Rank Advance!!!!

Receive their 1st Check!!!!

Become TEAM 250 QUALIFIED!!!!

Step 1

Complete Fast Start Training Step 1: Focusing on completing a list of Prospects. Categorize and rate your list into potential business builders and product customers.

Step 2

Call your up line sponsor and set up game planning session with plugged in Gold or Higher up line member to focus on how to approach your list.

Step 3

Rapid fires expose the list focusing on PIQUE, PASS, PLUG. (I recommend calling your people. This conveys your excitement) Establish a sense of urgency with your prospects. Ask them to look immediately. Proper edification and ego stroking will help with this. Before you are off the phone with your prospect have a follow up time set, preferably the same day as you ask them to look at the information.

Step 4

Follow up with your people. Follow the 3 question follow up.

1) Did you look at the information?

2) What did you like best?

3) What questions do you have? / What do you want to know more about?

Making sure you plug in your pro to answer questions. New distributors should have NO ANSWERS to any questions, that is your up line's job.

After follow up invite them to get started with you as a customer or distributor.

Step 5

IF more information is needed REPEAT STEPS 2-4 and direct towards information, set next follow up appointment, & invite your prospect to get started or to your launch or next event for more information.