

THE FUTURE'S PB R/Z CHECK-UP CALL

The purpose of this tool is to put your new partners in a position to win. The success of their PB R/Z's will have a huge impact on their short and long term success!

1) Role Play Script with New IBO:

- P.R.E.P. (Prospects must be piqued properly)
- New IBO must be confident when making calls
- Excitement, Confidence and Urgency are Key

2) Discuss the importance of BIG numbers:

- The goal is 10-20 people in attendance, we want to create ETL's and get customers (Half of the people that agree to come, typically won't show)

3) Cover the importance of "First-String" Players:

- Successful people tend to see the value in the business and become IBO's. (Business Owners, Business Executives, Six-Figure Earners)

4) Cover the importance of the Confirmation Call List:

- Confirming the list raises the "show" ratio of the guests who will attend (You need the list by 10:00 am the day of the PB R/Z)

5) Cover the Set-up of The PB R/Z:

- Location
- Refreshments
- TV/VIDEO
- Documents

6) 3-Way new IBO in to Upline TC:

- He/She will edify you, and reinforce what you've covered.

