

# **THE FUTURE'S Pique To Enrollment Call Process**

## ***Pique***

- ✓ Establish Rapport
- ✓ Use open-ended questions
- ✓ Listen for the "WHY"
- ✓ Exchange contact Info
- ✓ Use the Script

## ***Setup Meeting (24 to 48 Hrs)***

- ✓ Use Alternate Close Technique (Date and Time)
- ✓ Location

## ***Confirm Appointment***

- ✓ Confirm Location, Date and Time
- ✓ Create Value of your time

## ***Preparation for The Presentation***

- ✓ Schedule Up line for Enrollment Call
- ✓ Support Documentation - 1-8 Overview, 3rd Party Documentation, Success from Home Magazine
- ✓ Business Documents - ACN IBO Agreement, Create Your Immediate Future, Compensation Explanation, 24 Hr Game Plan, Monthly Bonus Documents

## ***Presentation***

- ✓ 1-8 Overview
- ✓ Mission of THE FUTURE
- ✓ 1-2-3 Closing (Sort)
- ✓ Promote Up Line - Slam Dunk (Edify, Edify, Edify!!!)

## ***Up Line Slam Dunk***

- ✓ Up Line Establishes Rapport
- ✓ Up line Promotes Next Event
- ✓ Up Line Shares Vision and Enrolls Prospect
- ✓ Up Line Edifies You

