

Follow-up

(20-30 min)



1. Get to know one another

A. Open with Prayer, ACAI+ toast & scriptures

- (Romans 12:9-12) "Let love be without dissimulation. Abhor that which is evil; cleave to that which is good. {10} Be kindly affectioned one to another with brotherly love; in honour preferring one another; {11} Not slothful in business; fervent in spirit; serving the Lord; {12} Rejoicing in hope; patient in tribulation; continuing instant in prayer;" Amen!

B. Family , Friends, Interests, Passions, etc...

C. "Nobody cares how much you know until they know how much you care"

D. Verify contact info, become Facebook friends.

2. We are TeamFHC sharing The HOPE Movement using StopLightGO's products

3. STP again if questions need answered

4. Determine Interest Level

- I'd like to get started now - Driver
- I want to try it out - Affiliate
- I am interested in using the products - Customer

5. Fill out the Sign-up form or online

A. "Join The HOPE Movement" if haven't already

- Signup/Login to StopLightGO.
- Have direct sponsor QR/link/code ready

B. Choose Subscription and bulk order

- Recommend (2)+ bags of ACAI+/person
- Recommend bulk purchase of what you can afford, 2, 4 or 6+ cases

C. Discuss "Place/Replace" program

- Upline/Sponsor will give 1-2+ ACAI+ bags immediately to be replaced when shipment comes in

6. If available, 3-way. Introduce new "friends to be" to your active upline

7. Make some phone calls with your sponsor/upline

A. Who is the top 3-5 people, within 1-5 miles, you'd like to share this with? Best friends, family, acquaintances, etc... Lead with the Product, it's that Incredible

- Have them pull out their phone and introduce you (sponsor/upline) to their top 3-5 people "Hey <Contact>, It's <new driver>, you got a minute?" Yes "I want to introduce you to someone real quick?"

b. Sponsor/Upline will book the meeting, product drop-off, etc... with the new person and teach you the process

"Hi <Contact>, this is <sponsor/upline>. You don't know me, but you know <driver>. I'm sitting here with <driver> and we were discussing a new product called ACAI+ that is helping people with all kinds of inflammation, aches and pain, back troubles, joint issues, sleep issues, headaches, allergy relief and a bunch of other stuff and your name got mentioned. It guarantees results in 3 days. Would you be interested in a 4 day sample...the only stipulation is you would have to note any aches or pains your having and give us your honest opinion after the 4 days? Would you be willing to do that?" Yes="Great", book the quick I.T.S. (Invite Taste Share), Don't release the shaker/product without tasting first and a firm commitment to use the product.

- Share (1) Shaker/person, 12 servings of ACAI+ and brochure handout of ACAI+ & ACAI+ Ingredients (download section) .

8. Schedule Orientation (1-2 hours) if time doesn't permit.

9. Goodnight! Do not overwhelm "friends to be". Be Patient.

10. Always book a meeting from a meeting. Invite to next meeting. Consult the calendar.

(Colossians 3:17) "And whatsoever ye do in word or deed, do all in the name of the Lord Jesus, giving thanks to God and the Father by him."



Orientation

(1-2 hours)



1. Go through the TeamFHC.com website

- Go through and get familiar with the www.teamfhc.com website layout
- Discuss "Place/Replace" program
- Show ACAI+ bags/sticks
- Get familiar with stoplightgo.com's website, shops, ordering and back office functions
- Explain Personal use and demo other products
- Sign-up for Team Texts
- Join Facebook groups
- Add to friends list
- Review Calendar
 - Help with integrating to the TeamFHC calendar
- Review connecting to zoom meetings
- Review the "Go Giver Program"
- Review the "Daily Tasks" list
- Review the "Shop" page for business items to order
- Review the "Downloads" page for business forms

2. Discuss and start defining God's will for your life

- What are your God given gifts or talents?

3. Set some goals

- What level in the business would help you achieve God's will for your life

4. Discuss commitments and expectations

- What amount of time, effort and budget will you commit?
 - Commit to contacting your 20 people in the next 2 hrs, 2 days, 2 weeks
- Your Upline Sponsor will commit to
 - Help personally contact your first 20 people, 3-way calls, contact/I.T.S.
 - Helping you achieve "Owner Maker" level+ (1x3)
 - (3) personal Home tasting parties
 - Their time, effort and resources (gas, tools, etc...) to help you launch your business

5. Make a list of 20 people your sponsor will help you work with

- Make a list of the top 20 people who are looking for better health
- Move to Next Step if time permits or schedule a "Launch" in person/zoom meeting to Contact/Invite

6. Contact/Invite your top 20 people to The HOPE Movement with your Upline/Sponsor

- Make 3-way phone calls, hand out tracts, meet new people, place product, I.T.S., etc...
- Show how to send QR code, give flyers, etc...
- I.T.S. (Invite + Taste ACAI+ + Share The Product)
- Upon "Owner" (1x3) achievement, upline will schedule (3) personal Home Tasting Parties with you
 - Upline will supply everything, product, cups, presentation, banners, videos, etc...
- Upline will build depth in your 3 driver legs while you continue to increase your # of drivers (3x5+)
- When "Owner Maker" level is achieved, you will be able to replicate what your sponsor did for you

7. Get branded with swag and get the tools you need to H.O.P.E.

- Shaker Bottles, Cups, Product, Brochures, shirt(s), hat(s), tracts,

8. Your Upline will share with you how to follow-up with your invites

9. Team up with active upline for Guidance and Counseling

