

# New Builder Checklist

Name: \_\_\_\_\_

Their 'Why': \_\_\_\_\_

Strengths: \_\_\_\_\_

Key Support/Incentives Needed: \_\_\_\_\_

- Conduct a Business Overview using the Empowered Success *Build* guide (page 11) and help them create a Names List of those whose lives they want to change.
- Add your new builder to your team email list and any appropriate team pages on social media.
- Invite your new builder to appropriate team calls and training.
- Provide the Empowered Success *Launch* guide and help your new builder schedule vital action steps.

## PREPARE

- Encourage your new builder to set a 90-day goal.
- Ask them to schedule 3 classes or 15 one-on-ones (or combination).
- Teach your new builder how to refine their Names List and use the Success Tracker in *Launch* guide on page 7.

## INVITE

- Teach new builders to:
  - Connect with people authentically and sincerely
  - Invite people to learn more at classes or one-on-ones
  - Practice conversations in the *Launch* guide on pages 8–9
- Schedule a 3-Way Call with an upline leader (if appropriate).

## PRESENT

- Review Empowered Success *Share* guide so your new builder feels confident hosting their first class.
- Train your new builder to hold powerful presentations by modelling how it's done.
- Allow them to take on more responsibility in each successive class until they feel ready to present on their own.

## ENROL

- Assist your new builder in enrolling customers at their first class.
- Review enrolling tips and overcoming objections in *Launch* guide (page 11).

## SUPPORT

- Help them hold their first Lifestyle Overview.
- Help them hold their first Business Overview.
- Help your new builder launch *their* new builder.
- Once they achieve Elite rank, introduce the *Train* guide.
- To develop their sales confidence, introduce the *Sales* guide.