

STEP 9: FOLLOW UP

Get a next step on your calendar. Schedule a Lifestyle Overview for every person who enrolls. For those interested in discussing the business opportunity, schedule a Business Overview. Inevitably you will find some people who are not yet ready to enroll. Continue to nurture the relationship. Strong relationships are the most valuable resource in your business.

SKILL BUILDING:

- Schedule a Lifestyle Overview with every customer to review their wellness goals and enroll them in the Loyalty Rewards Program.
- Never leave a class or one-on-one without a time and date for the next step.
- Be pleasantly persistent.



SAMPLE SCRIPT

As I said in the class, the next step is scheduling a Lifestyle Overview so I can teach you how to use your kit. It only takes about 30 minutes. I have time Wednesday evening at 7:30 or Thursday morning at 11. Which one fits best into your schedule?



How well do you follow up?

Rate yourself from 1-10 on how confident you feel, 10 being very confident.

“People love the Lifestyle Overview because it’s the customer support everyone is hoping for.”

—Rod Richardson

