

# New Builder Checklist

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

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

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

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

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

## PREPARE

- Encourage new builder to set a 90-day goal.
- Ask them to schedule 3 classes or 15 one-on-ones (or combination).
- Teach 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 first class.
- Train your new builder to hold powerful presentations by modeling how it's done.
- Allow them to take on more responsibility in each successive class until they feel ready to present on their own.

## ENROLL

- Assist new builder in enrolling customers at their first class.
- Review enrolling tips and overcoming objections in *Launch* guide on 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.