<table>
<thead>
<tr>
<th>Name:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Their Why:</td>
<td></td>
</tr>
<tr>
<td>Strengths:</td>
<td></td>
</tr>
<tr>
<td>Key Support/Incentives Needed:</td>
<td></td>
</tr>
</tbody>
</table>

### New Builder Checklist

- **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.**