

PATTERN OF ACIVITIES PRINCIPLES OF BUSINESS SUCCESS

- 1) We first **sift**: looking for interest; sample Fortune Delight, give a sache with sheet
- 2) We **present**: anticipating the ultimate placement of the 'Business Pack, the Simply the Best brochure where interest in the business is evident
- 3) **Build** belief in others of ourselves , the product and the company with the ultimate objective that we're moving further down the funnel with the ultimate result that the person acquires a 'Business Training Pack;"to the end that:
- 4) We have a new individual who is engaging in the process.

PATTERN OF PROCESS:

1. Buy Marketing Tools Pack and then a Business Pack
2. Set financial and time goals
3. Use Top 100 prospect sheet to list your first 100 candidates (Prospecting List)
4. Call or approach in person ...deliver or mail to the 100: include Fortune Delight sheet and a sache of FD
5. Follow up with a call to set appointment for 30 minutes for IBO presentation or sale of FD
6. Goal 10 IBO's and 40 customers in first 30 days
7. Sell remaining Fortune Delight at \$ 10 retail a box
8. During first 30 days use on line training program from Sunrider
9. Next 30 days DUPLICATE:
 - a. Buy 10 boxes of FD and repeat number three with 50 on the list
 - b. Follow up with the 40 customers for a repeat order or invite them to Kandesn or a wellness presentation
 - c. Follow up with 10 IBO's on their success (BL helps with goals and training)
 - d. Review goals with BL
10. At 60 days review goals and results. 15 active IBO's 60 customers?
11. Weekly communication with upline Group BL.