



Getting Started Checklist

See TeamRockinRobbins.Com for all Resources Listed below (username and PW: team)

Welcome to Team Rockin Robbins, one of the strongest and fastest growing teams today! We want to help you to get off to a fast start, so here's some information to help you get started. Keep it in a handy place, because you'll be referring to it often, and passing it on to your new consultants when they come on board! Let's get you started fast, so you can earn your return on investment, a shiny new iPad, and fabulous upfront bonuses! We want to high five you on **LEVEL V** as soon as possible, so let's rock and roll!

Please do the following with your sponsor **UPON ENROLLMENT:**

___ **Express Enroll** online for your business building kit. We recommend the \$995 package to give you everything you need to demo/display, plus sample packs for the "sample pack approach" with your prospects (your sponsor will teach you). If you did not start on this kit, and wish to upgrade please contact ConsultantSupport@RodanandFields.Com right away!

___ **Subscribe** to Pulse (your monthly website subscription) and enroll in our consultant replenishment program (CRP) during your enrollment (recommended: use the **BOOSTER PACK** option as a place holder for your first CRP to get more demonstrable products to complete your display at the deepest discount, offered to new C's their first month CRP)

___ **WALK THROUGH WEBSITES** with your sponsor. Understand the PC Perks (preferred customer program), and how to use the solution tool on your .com website or iPad app to do skincare consultations to make product recommendations. Understand how, where, and why we sign up customers as Preferred Customers (PCs). Learn how to log into TeamRockinRobbins.Com (username and password: team) Watch Getting Started Video #1. Use it to guide you in creating your **LIST** of people you'll share this with. **HOME WORK:** have your sponsor teach you tips on creating your list by going through your phone, facebook, and our memory jogger list → begin, and star your top 20 people right away!

___ **Order** your business cards at <http://www.rfmall.biz>

FIRST 48 HOURS- Do the following with your sponsor:

___ **EXCITE AND INVITE:** Create your "Contact List". Go through your top 20 with your sponsor—who they are and why you chose them. They will share best practices to reach out to them, and how to **EXCITE and INVITE** them on a 3 way call. Begin to reach out to 3-5 per day on your list, with these 2 simple approaches. Remember: enthusiasm is contagious!!!

1) Direct approach for those you want to join your team NOW:

"Hey Deb. It's Sarah. I'm so excited to share some great news with you. Do you have just a minute? Great! I wanted to share that I started a brand new business and I know you're business minded and would appreciate my new opportunity. I've partnered in business with Rodan + Fields, the Proactiv doctors, in their new anti-aging company. I wanted to share it with you first before I launch this to my network, as I think you'd like to be a part of it (tell them genuinely why you think they'd be great) I want to share more with you but I'm new and don't want to mess this up. I'd like to have my girlfriend share and it only takes a couple of minutes. Can I call her real quick?" If not: "When works for you tomorrow?" Get them on a 3 way call with your upline or sponsor immediately.

2) Sample pack approach (create a mini facial pack with microderm samples, face and lip serum capsules—you can find a poem/ instructions to accompany on our team site):

"I wanted to share my products with you that I am in love with! I know you'll love them too. It's called Rodan + Fields, by the Proactiv doctors. They have a new anti-aging line that I now carry. There's instructions on how to use them. I'm going to share this with you but you have to promise me you'll try it! Today is Sunday. I will call you on Tuesday to see how you love them. What time works best for you?" –Schedule the apt, and follow up:

"How did you love the products? I want to do a quick 3 minute skincare consultation for you to find out what products are best for you" (do the solution tool on your .com site)

"Before you order I want to share with you why I'm doing this" (share your why- why you're excited about the opportunity) "I want to have my friend share more with you because I'm new and I don't want to mess up. (edify upline and share their story) Do you have a quick minute for me to loop her in?" Or "when is a good time tomorrow?" Set up 3 way call for the upline to share their story and the R+F story and show the prospect how easy it is to do our business!

Pass out as many sample packs as possible and always follow up in 48 hours. Schedule calls asap to reveal the opportunity behind the products. If they aren't interested in learning more about the opportunity, sign them up as a preferred customer after doing the solution tool for 10% off, free shipping, and a flexible program designed to give them their best skin!

___ **Develop** a close relationship with your sponsor. Stay in touch daily with a text or call. Tell them who your hottest prospects are, and how they can help you close them.

___ **GOAL SETTING:** Share your "why" with your sponsor and create your short story that you'll share with your friends and family as you share: Why are you doing this, and what do you hope to get out of this? Ex) "I wanted to stay home with the children but was looking for a way to supplement our families income and found the perfect opportunity". "I was facing job loss and looking for additional income, and something that was flexible that could work around my busy schedule. I'm so excited! I found it!"

THE GATEWAY TO THE "GOOD STUFF If you want to reach level V (the gateway to the good stuff—getting closer to earning trips, your Lexus, and earning on your entire team); make this your goal: "GET YOUR 8 & DUPLICATE!" –Get 8 partners immediately and help them to build strong too, and do what you did to get off to a fast start (see above)! You'll get closer the ipad and bonuses along the way by getting "2" and helping them get started strong immediately with **exciting and inviting**

UPON KIT ARRIVAL- Do the following with your sponsor:

___ **Get Ready** for great skin! Take your "before picture". Do the "solution tool" to see what products are best for you, familiarize yourself with your business kit. Use the products!

___ **Continue** scheduling three-way calls with your sponsor to reach out to your list. The most successful consultants are scheduling at least 3 per week. Continue to make 3-5 new contacts a day to people on your list, or via the sample pack approach

___ **Schedule** your first three business launch events with your sponsor. If you are local, they will assist you in the events. If you aren't, Skype or Facetime (or a good ole fashioned speaker phone) are a great way to involve them in your event, and have them present!

THEN...stay plugged in and commit to daily activity:

___ **3-5 contacts per day keeps leads coming your way!** Continue to work through your contact list and EXCITE and INVITE them on calls, hand out sample packs, and follow up. Host BBLs or ask people to host one for you to increase your exposure to even more people!

___ **STAY PLUGGED IN**

LIVE NATIONAL OPPORTUNITY CALL FOR YOUR CONTACTS TO LEARN MORE

Sundays at 8:00 pm EST

Dial in LIVE Sundays only: [\(712\)432-0075](tel:(712)432-0075) code: 102236#

SARAH ROBBINS RECORDED CLOSING CALL

(712) 432-1085 code: 102236#

ROCKIN' ROBBINS TEAM TRAINING CALLS- The "Rock Star Recruiting School"

Sundays at 8:30 pm EST

Hosted by Top Earner Sarah Robbins & Other Special Guests

Dial in live: [\(712\)432-0075](tel:(712)432-0075) code: 668998#

Playback available one week from recording: [\(712\) 432-1085](tel:(712)432-1085) (same code)

YOU'LL FIND MORE TRAINING ON OUR TEAM SITE:

teamrockinrobbins.com

username: team, password: team

Check out the training videos for training anytime, the resources for free downloads and scripts, and the FAQ's.

CONNECT TO OUR TEAM YOUTUBE CHANNEL FOR VIDEOS YOU CAN USE ON FB, IN FOLLOW UP EMAIL & AT EVENTS: <http://www.youtube.com/user/skincareconsultants>

IMPORTANT NUMBERS:

Consultant Support: (415) 273-8000 option 1 consultantsupport@rodanandfields.com

Product Support/RF Connection: (415)273-8000-3 rfconnection@rodanandfields.com

FOR PRODUCT QUESTIONS:

Schedule "5 minute skincare consultations" by phone to walk people through the solution tool on your .com site or iPad via app. Ask them the questions and you click through the responses. Make the recommendation to them and email them the results. Take their order as a preferred customer so they can get 10% off, free shipping, and the best skin of their life!

If you have a question, please self-educate and try to find the response on our product site -> <http://www.rodanandfields.com/rfconnection> or on myrfpulse.com <- corporate site

If you can't find the answer you need there please contact the RF Connection (our trained team of nurses) at: RFConnection@RodanandFields.Com (415) 273-8000

CONNECT WITH OUR TEAM ON OUR FB

GROUP: <https://www.facebook.com/groups/146962725404939/> ←this page should be used to welcome new consultants and add them—ask questions about the BUSINESS or share business ideas (product inquiries should be handled as mentioned above)

Speaking of Facebook-

“Follow the leaders” and do as we do to leverage your online “audience”:

Be sure to announce your business when you’ve started, on your personal page! Ask your friends to join you in “toasting” to your new business with Rodan + Fields, the Proactiv doctors, who are now doing for aging skin what they did for acne! Post your website!

Be sure to announce new customers and consultants, and solicit your followers help in welcoming them to increase engagement: “join me in welcoming Susie Q to my fun and fast growing Rodan + Fields team!” (tell about her, and post her picture) OR “Congratulations to Jayne who just purchased our award-winning anti-aging Redefine Regimen! I’m thrilled to help you on the journey to the best skin of your life!” (post a picture of her, or the products)

Congratulate people in the company when they earn bonuses or incentives, or achieve major milestones. This encourages your team, edifies the achiever, but engages your audience to see what’s possible with Rodan + Fields!

Use facebook private message feature: Hey Susie Q~ What’s up with you? It’s been so long since we’ve connected.... I see you’re in Detroit. My business is building there! Here’s my contact info—what’s yours? I sure could use your help and advice, and would love to get caught up! (reach out to them and share more, via the 2 methods taught above)

Finally, whenever you meet someone get their first and last name, and email so you can find them on FB. Add them immediately, say how nice it was to meet them and set a time to share more. Them watching you from afar as your audience on FB will serve you well!

TIP: With each post, accompany it with an image (just search google images). It catches the eye! Also, increase engagement by ending a post with a call to action like a question (what do you think?), or soliciting a response (“click like” if you agree).

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