

©Team Rockin Robbins
How To Train A New Consultant- First 30 Days Checklist

For a full training on how to enroll a C listen here: <http://tinyurl.com/8cugckj>

Enrollment Appointment- Getting Started Training #1

- ___ Reinforce the value of larger kits (savings, strong start). Enroll.
- ___ Enroll your new C in their \$100/mo autoship (which includes Pulse- websites, and CRP- monthly products). Suggested: have them take their CRP immediately, versus the next month so they have 3 boxes of the microderm for their first event.
- ___ Introduce your new C to their company websites. Teach them the value of Preferred Customers, and how/where to enroll them. Teach them to use the solution tool, to make proper recommendations for the products.
- ___ Introduce your new C to TeamRockinRobbins.Com for team training. Teach them to log in. Have them enroll in the team newsletter. Show them where to find training videos and resources, as well as team call #'s, found on the site.
- ___ **Homework:** Assign Getting Started Video #1. Complete the homework in the video before the next training. Send to you: (list, launch dates, hours, reason why)
- ___ Schedule the next training in 24-48 hours when homework is complete
- ___ Send them the Team Welcome Email (found on TeamRockinRobbins.Com)

Training #2

- ___ Review any questions the new C has
- ___ Talk about their business story (outline on Pulse)- have them send to you
- ___ Schedule 3 BBLs. Teach them who to invite, and tips on how to invite to maximize attendance (invites on the communications corner on Pulse)
- ___ **Homework:** Have the new C send you their "story". Start sending invites for their BBLs. Watch the following videos this week: "Product Training- Getting and Keeping Customers" and the "Prospecting and Presenting" Video on the team site
- ___ Set the next training appointment within 24-48 hours
- ___ Welcome on Facebook. Add them to the Rockin Robbins Rock Stars FB Page

Training #3

- ___ Review their contact list (make sure they've added everyone from their cell phone, FB, address books, invitations lists, and the memory jogger in pulse)
- ___ Review their Top 10 Dream Team Members. Practice language on how to reach out to these people, and invite them to hear more about Rodan + Fields
- ___ Teach them a sponsorship series ie. They reach out to their prospect sharing their story and the co story, inviting them to hear more—to their BBL, or on a conference call. Send info to them after (their site, Drs video, a leader success story video.) Set a follow up call with you to help "close" their prospect, via 3 way call.
- ___ Remind them to secure PC orders & referrals for those with no interest in biz
- ___ Advise your new C to reach out to 5 new people every day.
- ___ **Homework:** Assign "Getting Started #2" video on goals. Schedule next call
- ___ Stay in touch. Ask how their calls are going. Refine and fix language if needed

Training #4

- ___ Ask how their calls are going. Refine and fix language/approach if needed
- ___ Ask how BBL invitations are coming. Remind them how to maximize guests
- ___ Ask who their hottest prospects are, and how you can help close them
- ___ Discuss goal setting (achieving the iStart in their first full month). Tell them how to get there (what L2 looks like and by what date), the activities needed to get there (recruit 2, help them promote to EC, maintain), and the activities to get there (leverage calls, meetings, BBLs...teach their new people to do the same. Work depth)
- ___ **Homework:** Assign the training video on BBLs, and schedule a training call for a week before their first launch event
- ___ Stay in touch regularly. Help them work their list and prep for the launch

Training #5

- ___ Train on a successful BBL:
- ___ Pre-event (invite, and following up to secure attendance), set up, stories
- ___ During the event (How the flow will go. How to close people. You will help)
- ___ Post event (follow up- thank you cards- call and ask for referrals and for people to host events for you. Those who didn't come- invite them to another exposure)

NEXT GOAL: When your C hits level 2, get them focused on achieving level 5. Then have them watch the video on 3-way calling, and handling objections so they can begin doing 3-way calls with their team!

___ Keep your consultants plugged in to team calls, meetings, and events!

___ Enroll your new C for convention (at a discount) at rodanandfields.com

YOU start over again with a minimum of 2 new consultants every month!

All training webinars/videos listed are found on TeamRockinRobbins.Com

Companion documents are found under the "Resources" section of this site.

Our Team FB Group: <https://www.facebook.com/groups/146962725404939/>

"Like" Top Earner Sarah Robbins page for her updates to our team:
<https://www.facebook.com/SarahRobbinsRockinRobbinsTeamRodanFields>

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