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How To Train A New Consultant- First 30 Days Checklist

For a full training on how to launch a C listen here:

<http://tinyurl.com/fasterstart>

Enrollment Appointment- Getting Started Training #1

- ___ Reinforce the value of the \$995 kit (savings at enrollment only, strong start=> all regimens & 2 macroE- one to demo, one to use, & sample packs). Express enroll.
- ___ Enroll your new C in their \$100/mo autoship (which includes Pulse- websites, and CRP- monthly products). Suggested: leave the Booster Pack as a place holder for their first CRP so they can get the special savings on the final products to complete their display, at the deepest discount for new consultants only.
- ___ 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. This will guide them in creating their list, but also give them homework on creating their list, and how (go through their phonebook, facebook, memory jogger, and star their top candidates)
- ___ Schedule the next training in 24-48 hours when homework is complete
- ___ Send them the Team Welcome Email (found on TeamRockinRobbins.Com)
- ___ Lend them 10 sample packs to begin sharing (and have them return them when their kit arrives)

Training #2- first 48 hours

- ___ Review any questions the new C has
- ___ Ask them why they are doing the business. Determine pace and goals→
- ___ Goal setting: Ask them their goals. Show them the “Pattern to Prosperity” Chart (found in the biz dev library of pulse). Ask them which level of income they would like to achieve. Teach them to get to the larger incomes, they need to “get your 8 and duplicate”—“Let’s get your 8 partners fast and help them duplicate so your income is strong and stable. You earn the ipad and bonuses in the process when you get your “two” and help them start strong during your first full month!”
- ___ Review their contact list. Tell them to put their most successful people at the top. You can get to all of them—but you want to reach out to the most motivated, respected, connected, confident, successful people first.
=>Ask about their top 3: Who they are- why did you choose them? Validate why they would be great and share any stories of people in similar professions or backgrounds doing well in R+F. Teach them how to “excite and invite” (no verbal vomit, say very little, “excite them and invite them” on calls with you immediately!) It’s not what you say, it’s the excitement in which you say it! Work with them closely on connecting with their top 20. If local: schedule a time block to make these calls with them—if not, you can always 3 way in with them for support if needed.

(*language on new consultant checklist under “resources” TeamRockinRobbins)

___ Teach them a sponsorship series ie. They reach out to their prospect sharing their why, and inviting them to hear more—to their BBL, or on a conference call. Send info to them after to follow up. Set a follow up call with you to help “close” their prospect, via 3 way call.

___ Review the “sample pack approach” for prospecting when out and about.

(*language and instructions on new consultant checklist on team site)

___ Remind them to secure PC orders & referrals for those with no interest in biz

___ **Homework:** Have them reach out to 3-5 per day via sample pack approach and working through their list. Stay in touch daily with a quick call or text asking them who’ve they’ve reached out to and the experience they are having. Share best practices along the way, and encourage them!

___ Welcome on Facebook. Add them to the Rockin Robbins Rock Stars FB Page

Training #3- Upon kit arrival (ask them to notify you the day it arrives!)

___ Ask how their calls are going. Refine and fix language if needed

___ Overview of products- reinforcement of the solution tool- before and afters

___ Schedule their first 3 BBLs (big business launch events) with them. If they are local, you go to present the first—co-present the second—they present at the third. If long distance you may want to be present by video technology (Skype or Facetime), or via speakerphone. Focus on the art of inviting: WHO to invite, HOW to excite and INVITE, and how to follow up pre-event! A few days before the launch review how the event will flow and how to set up. (*for training on BBLs see the video on TeamRockinRobbins.Com). Encourage them to have new partners on board to launch together. They invite friends, and friends invite their friends!

___ Stay in touch on progress. Celebrate their successes along the way! Encourage them to continue to make 3-5 contacts (via their list, or the sample pack approach) daily.

Keep them plugged in:

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

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

___ You can slowly ease them into prospecting online (ideas on new consultant checklist/welcome letter on teamrockinrobbins.com under “resources”)

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

All training videos/documents 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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