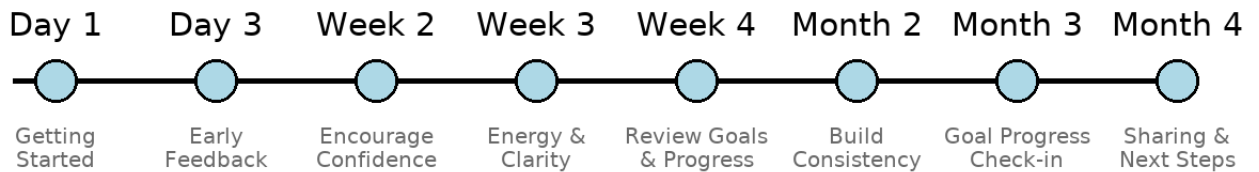


Suggested 4-Month Calling Plan



Very Important Tip: In your 3-ring Notebook:

- You should already have started a page on each new Sunrider with their contact info, and first order.
 - Continue Dating Each New Call (Day 1) etc. and taking notes about the call.
 - On your calendar note your NEXT call and the name of the person (Mary Jones-Day 3)
- This way you have your notes, appointments, and know exactly where you are with their followup.

Day 1 — Getting Started

- Did you receive your products?
- Shall we do a quick review of the purpose of each food Calli, NuPlus, Quinary etc. and any other products they ordered.
- Do I understand that your 3 top goals (health) are: Write them down. Let's keep our focus on these goals.
- Ask: Have you thought of a good way to eat & enjoy these foods?
- Ask: Any questions? May I share a short story with you?
- Is it ok if I check with you in a couple of days? I want to make sure you got off to a great start. Is there a best time of day - am, pm? Enjoy getting started!

Detailed Calling Prompts

Day 3 — Early Feedback

- Just touching base to see if you got off to a great start. How's it going?
- Ask: How's it going with each product? Calli, NuPlus, Quinary?
- Are you enjoying how you are eating it?
- Commend what they're doing right.
- Ask permission before giving suggestions.
- Invite to Product Monday Chat & review any promotions
- Any questions? Concerns?
- Share a short story, schedule next week's call.

Week 2 — Encourage Confidence

- Just touching base to make sure you are loving your Sunrider Foods.
- What are your win-wins so far? Any concerns? Questions?
- May I Share a short story.
- May I call you in a week? This first month is really important, I want you to feel your support.

Week 3 — Energy & Clarity

- Just touching base to hear about your energy, sleep, mental clarity.
- Would you like to Review your last order. Anything you'd like to change or add.
- Are you comfortable making your next order?
- Share any promos from the company.
- Invite to product calls - Monday night chat
- May I Share a short story, Touch base next week?

Week 4 — Review Goals & Progress

- Just touching base to review your top 3 goals, let's rate your progress together. 0-10
Anything else you'd like to add to your goals.
- Explain how products support those goals.
- Encourage them to watch the Nutritional Seminar Cleanslate.Live
- Share a short story. Move to 2-week follow-ups.

Month 2 — Build Consistency

- Just touching base to see how you liked the Nutritional Seminar? Best takeaway?
- Any help needed with table food?
- Share any company promotional & invite to calls
- Any win-wins for you?
- Share a story. Schedule 2-week follow-up.

Month 3 — Goal Progress Check-in

- Just touching base to hear your win-wins.
- Review goals, rate progress.
- Share promos for the month
- Invite to visit and use the Resource Library Cleanslate.live - take on a tour
- Share a story.
- Schedule next connection for a month.

Month 4 — Sharing & Next Steps

- Just touching base to hear your win-wins.
- Is there anyone you'd like to share SR with?
- If they want help sharing, Help them plug into the STEP BY STEP Sharing Module 5.
- Help them go thru these steps. Meet with them on a weekly basis for success in helping them SHARE.
- Encourage plugging into bi-monthly sharing-training zooms and modules under INCOME in Resource Library Cleanslate.live
- Mentor them as they go thru one or more of the Build & Share Series Modules per week
- Help them share with their interests!!!!
- Share a story, If they start sharing, start touching base weekly for sharing support.