

Train

to
Gold and Above

by Terry Ewing Perez Visionary

Grow Your Team

Congratulations on reaching **SILVER** and setting a goal to achieve the next rank! Now it's time to focus on belief in yourself and in the Super Patch products and opportunity. Your pipeline will expand as you continue to share, enroll, and launch new Affiliates. Use this guide to help you prioritize your time, master teaching, and nurture your team.



Belief
IN YOU
AND THE
OPPORTUNITY

+ Action

- Share
- Enroll Customers & Affiliates
2+ customers / month
1+ Affiliate / month
- Launch Affiliates who do the Same

= Results

- Change Lives
- Grow Yourself
- Participate in an Income opportunity



PREPARE

- Fuel Your Success (pg. 4)
- Become a Trainer (pg. 5)
- Rank & Power of 3 Planners (pg. 6-7)
- Prioritize Your Activities (pg. 8)

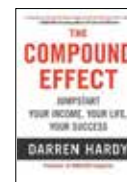
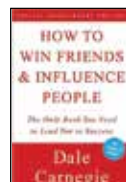
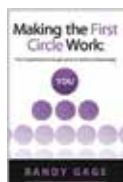
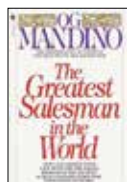
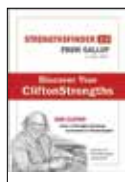
INVITE

- Invite to Build (pg. 9)

PRESENT

- Master the Message (pg. 10-11)

PERSONAL DEVELOPMENT RECOMMENDATIONS



Affiliate Level	Personal Product Sales	Personal Active Retail Customer	Personal Active Affiliate	Group Sales	Max % from any one leg	Max Sales from any one leg
Affiliate	0	0	0	\$0	N/A	
Copper Affiliate	\$50	1	1	\$500	60	\$300
Bronze Affiliate	\$50	1	1	\$1,000	60	\$600
Silver Affiliate	\$50	1	1	\$2,500	60	\$1,500
Gold Affiliate	\$100	2	2	\$5,000	60	\$3,000
Platinum Affiliate	\$100	2	2	\$10,000	60	\$6,000

Silver

- OV=2,500 in a calendar month

B= BRONZ
C= COPPER

Gold

- OV= 5,000 in a calendar month

B= BRONZ
S= SILVER

Platinum

- OV= 10,000 in a calendar month

B= BR
S= SILVER
G= GOLD



ENROLL

- Next Presentations (pg. 12)

SUPPORT

- Get Mentored (pg. 13)
- Success Timelines (pg. 14-15)

Vital Action Steps

1. Personal Development
2. Share / Invite
3. Classes / One-on-Ones
4. Enroll Customers
5. Lifestyle Overviews
6. Business Overviews

See *Launch* guide for more details

“To be successful you have to have your heart in your business and your business in your heart.”

—Thomas J. Watson

📄 Items with the download icon are located in the Empowered Success Tools Library at www.TheDiamondMaker.com

Fuel Your Success

UNDERSTAND YOUR WHY

Celebrate! You fell in love with your solutions, cared enough to share, and lives were changed. Your belief in the product gave you the courage to share your experiences and invite others to create their own. You successfully launched your business and are a Copper!

How has **frequense.** changed your life and the lives of others?

Why keep sharing what you love? What is your passion?

Why did you start your **frequense.** business? Why does it matter that you keep growing?

“Hope is the reason people join *frequense.* Hope for solutions, hope for a better life. But, belief. . . belief is the reason they stay. Belief that *frequense.* is not just a company, but a cause.”

– Terry Ewing Perez

ACT WITH COMMITMENT

Now is a great time to check in. Do you consider your business a hobby or a profession? Is building residual income a priority? Do your income goals match your actions?

NOTES:

CREATE EXPERIENCES

You are in the business of experiential marketing. Create experiences to expose prospects to the possibilities and benefits of your product and opportunity to stir their desire to learn more. Give them reasons to believe. Always obtain a prospect's contact information and follow-up within just a few days.

Utilize Grow Your Prospects and Invite Effectively to enhance your skills and training.

How do our products meet needs?

- How do the **products** support wellness?
- How does **frequense.** better lives?
- How does the **SS** enhance experiences and results?
- Who has health needs that can be served by sharing health information?

How does our opportunity meet needs?

- How does being in business for oneself empower and liberate?
- How does **supplemental** income affect lifestyle?
- How does the capacity to create a future impact the ability to give back and serve?
- How can you grow as a person as you grow your leadership?

How can you create experiences?

- Share your story or someone else's (make it brief and relevant)
- **BUY ~ SHARE ~ BUILD**
- Invite to attend a presentation
- **SS = Subscribe and Save**



Become a Trainer

BUILD BELIEF IN THE COMPANY & OPPORTUNITY

Congratulations! You are in the authentic direct selling business. Experts realize, more than ever, that people buy trust, and relationship-selling has become the fastest-growing business model worldwide. Just take a look at your Facebook feed. You are engaged in the most accessible vehicle for entrepreneurship!

Fall in Love with Your Profession

As you enroll and train your business partners to launch their businesses, you need to have belief to inspire belief. As your certainty grows, you are better able to invite committed action.

- Learn about the history of **frequense**.
- Attend trainings and events
- Connect with your more experienced upline
- **Plug into the system**

EDUCATION IS OUR CULTURE

As a trainer, your focus is three-fold. One, master teaching the introductory presentation, resulting in consistent enrollments. Two, teach your **team** to do what you've done to become **Silver**. Strive to live consciously. Pay attention to what you're already doing right to improve your capacity to teach others to do the same. Third, model the PIPES activities and others will follow your example.

As your **team** begin sharing and inviting, they know very little.

Your partnership is where the magic happens! They have established trust with their warm market. You are the presenter and serve as an important third-party witness. As the expert solutions provider, you bring credibility to the products and opportunity.

TRAIN WITH INTEGRITY

This is a relationship business. Measurable outcomes (e.g. team volume, population, personal income earnings) are the direct result of the number of lives we influence. The quality and longevity of those results depends on the experiences of those we enroll. People follow those they trust.

As an emerging leader, be mindful that leadership is like parenting; those who come after you duplicate your words and actions. What you choose to say and do impacts and influences the future of both your team and the greater **frequense** community.

“The supreme quality for leadership is unquestionably integrity. Without it, no real success is possible.”
— Dwight D. Eisenhower



KEYS TO BUILDING TRUST | I present my message with integrity and grow trust with those I enroll.

Lead with the mindset of seek to serve, not sell.

DO

- Make authentic connections and build relationships of trust
- Discover preferred/effective ways to connect
- Be relatable and find things you have in common
- Ask questions and listen to discover interests and needs
- Look for ways to match your solutions to their needs
- Use your strengths to serve and solve
- Plant seeds that will develop later

DON'T

- Spam your contact list
- Use high pressure sales tactics
- Exaggerate the truth
- Over promise and under deliver
- Talk excessively about yourself
- Act pushy or make excuses for your actions

Rank Planner

GOLD 100 PV 5,000 OV - 3 Silver Legs

BUILDER 1:			BUILDER 2:			BUILDER 3:		
<input type="radio"/> GOAL: SILVER + (2,500 OV)			<input type="radio"/> GOAL: SILVER + (2,500 OV)			<input type="radio"/> GOAL: SILVER + (2,500 OV)		
<input type="radio"/> Reviewed Rank Planner			<input type="radio"/> Reviewed Rank Planner			<input type="radio"/> Reviewed Rank Planner		
<input type="radio"/> Watched or attended a Launch Training			<input type="radio"/> Watched or attended a Launch Training			<input type="radio"/> Watched or attended a Launch Training		
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Write all currently scheduled LRP volume	—		Write all currently scheduled LRP volume	—		Write all currently scheduled LRP volume	—	
NEEDED VOLUME	=		NEEDED VOLUME	=		NEEDED VOLUME	=	
Divide needed volume by average class volume (goal is \$1000)	÷		Divide needed volume by average class volume (goal is \$1000)	÷		Divide needed volume by average class volume (goal is \$1000)	÷	
NEEDED CLASSES / ONE-ON-ONES	»		NEEDED CLASSES / ONE-ON-ONES	»		NEEDED CLASSES / ONE-ON-ONES	»	
CLASSES SCHEDULED			CLASSES SCHEDULED			CLASSES SCHEDULED		
1.			1.			1.		
2.			2.			2.		
3.			3.			3.		
4.			4.			4.		
ONE-ON-ONES Mark the number planned.			ONE-ON-ONES Mark the number planned.			ONE-ON-ONES Mark the number planned.		
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Earn Commissions and Bonuses

There are 5 ways Affiliates can earn Compensation and Rewards in the Frequense Compensation Plan:

- | | |
|---|--|
| <ol style="list-style-type: none"> 1. Personal Savings 2. First Order Commission 3. Team Rewards 4. Legacy Bonus 5. First Order Pool | <ol style="list-style-type: none"> 1. An Affiliate can earn up to 30% discount on their own personal product purchases. The percentage discount available to an affiliate is based on their current Affiliate Level at the time of purchase. 2. The commission is 20% paid out to the referring Affiliate on level 1. There is also a commission of 5% paid out on level 2 to the referring *AR 3. This is a monthly bonus paid out on the Group Sales of your downline Affiliates. 4. This is a monthly bonus paid out on exact dollar value of the Affiliate's personally referred downline customer or affiliate's order, excluding first order. 5. This bonus is available to Platinum Affiliates and above |
|---|--|

Power of 3 System

Buy | Share | Build

- Pencil in and update this chart at the beginning, middle, and end of each month.
- Highlight where you need to focus (e.g. new enrollees, customers on LRP).
- What is your next Power of 3 goal . How will you get there?

\$5,000 GOLD		\$10,000 Platinum			
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PV = Personal Volume LP = Launch Pack (you and your front line)

Prioritize Your Activities

Create success by prioritizing important activities. Consider asking yourself: Is this an income-generating activity or a time-waster? Avoid over scheduling by time blocking what matters most. Turn off your cell phone ringer during dedicated activities and leverage the time you have by multi-tasking (e.g. drive lists). Use the following quadrants to guide your planning.

ESSENTIAL

Commit to the things that matter most. Engage in activities essential to growing a thriving business. Choose to sacrifice what you want less for what you want more.

- Self-care
- Family time and routines
- Plan and prepare
- Be a product of the product
- Invite, present, and enroll consistently
- Follow-up consistently
- Support Bronze and above

IMPORTANT

Set aside dedicated time for important activities. Live with intention and become more of an expert and professional in your business. A few minutes a day makes all the difference.

- Learn more about the products
- Master PIPES skills
- Personal development
- Create vision, set goals, measure results

NON-ESSENTIAL

Delegate, trade services, or hire out anything that someone else can do at least 70 percent as well as you. Involve spouse and family support while you build your business and earnings.

- Dishes
- Cleaning
- Yard work
- Laundry
- Meal prep
- Errands
- Paying bills
- Grocery shopping

UNIMPORTANT

Trade distractions, time-wasters, and dream-stealers for more essential and important activities. Make sacrifices. Let go of things that matter least for things that matter most.

- TV time
- Social media hangouts
- Trivial activities
- Surfing the internet
- Online gaming

SCHEDULE YOUR SUCCESS

Plan essential weekly and monthly activities on your own calendar. Set a recurring reminder on your phone to do monthly and weekly planning!

To plan your scheduled work hours, ask yourself the following questions:

- Who needs a Natural Solutions class?
- Who do I need to follow up with?
- Who needs a Lifestyle Overview?
- Who needs a Business Overview?
- Who needs a Hosting Overview?
- Who needs a Launch Overview?

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
MORNING	Plan / Strategize: - Invites to classes - Schedule Lifestyle Overviews	1:1 w/ Jeff	- Follow up with Enrollments from class - Lifestyle Overviews			Cont. Ed. or Natural Solutions Class	
DAY	Success Check in: - Get mentored with upline			1:1 w/ Michelle			
EVE	Team Call	Natural Solutions Class			Business Overview Dinner date		

Invite to Build

SHARE THE OPPORTUNITY

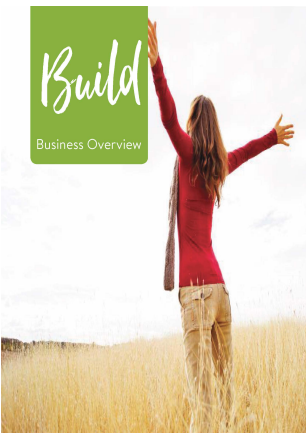
Whether by sampling or inviting in a scheduled class or one-on-one, or even during casual conversation, find authentic ways to plant seeds about the business opportunity by “dripping” ideas and then asking questions such as:

- Are you open to new business and income opportunities?
- Are you open to learning about ways to create another stream of income?

Once they affirm interest, invite your prospect to learn more at a presentation. In earlier stages of rank and income advancement, and because sometimes it’s a little harder to be a “prophet in your own land,” add credibility by partnering with your upline. You can do this using a 3-way strategy.

“Network marketing gives people the opportunity, with very low risk and very low financial commitment, to build their own income-generating asset and acquire great wealth.”

– Robert Kiyosaki



BUILD CREDIBILITY

The 3-way strategy utilizes your upline or other resource as an expert to help your prospect gain respect, confidence, and trust in you, your team, and the company. Together you present an introduction to the **frequense**. business opportunity using the *Build* guide. Whether during a scheduled one-on-one, after a class, on a Zoom or video call, webinar, or even a phone call, it can be reassuring to both a prospect and you to have a more experienced upline introduce the Business Overview.

During these 3-way business presentations, commit to learn how to ask discovery questions, identify needs, determine pain points (what they want or need to resolve), and offer solutions. Then you, in turn, do this for your up-and-coming builders as they recruit their own business partners.

PREPARE

If needed, send materials, links, instructions, etc. to your prospect and/or upline prior to presentation. Relay any knowledge you have of your prospect’s needs and goals prior to the presentation to assist your upline in preparation for an effective conversation.



Have your prospect view a short video that introduces them to

frequense.

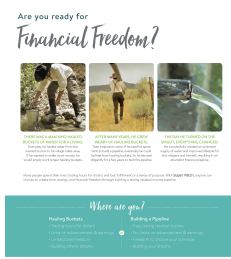
Understand how *Build* introduces a series of decisions known as the Four Doors. Prospects are invited to choose to:

1 BUILD A PIPELINE

2 PARTNER WITH frequense.

3 COMMIT TO BUILD

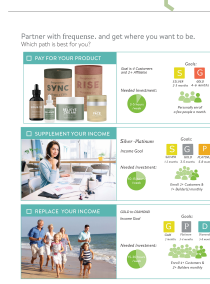
4 GET STARTED



pg. 2



pg. 3



pg. 9



pg. 10

Master the Message

As you begin to train others how to , your own mastering of the Natural Solutions presentation is key to success. Teach from your heart with the purpose of bringing hope and wellness to others. You are introducing an amazing technology that's affordable and proven to work. The most important outcome is hope, which is priceless.

Use this outline to guide your efforts and give yourself permission to make the presentation your own.

SET FOR SUCCESS

- Prepare your presentation
- Dress appropriately
- Be punctual and professional
- Display every product in the Rise, Vibe & Sync Pack
- Bring Rise to share/demo
- Keep it simple
- Keep stories brief, relevant, and relatable

NATURAL SOLUTIONS CLASS: 40-50 MIN

Purpose: 1. Gather people, listen to their needs. Make it fun!
2. Focus on needs of attendees; share top solutions.



INTRODUCE

Goal: Connect with attendees and express an intention to serve them

- 5 min**
- ✓ Host welcomes guests, shares why they invited them, introduces and edifies you as the presenter
 - ✓ You edify host and state intention to discuss three things:
 - ✓ What is frequense.?
 - ✓ How do you use them?
 - ✓ How do you get them in your home?

EDUCATE

Goal: Introduce and application methods

- 10 min**
- ✓ Discuss: How do you use them?
 - ✓ Show and do the Demo on guests

SHARE

Goal: Create experiences and share solutions

- 15-25 min**
- ✓ Ask "What do you want more of? Less of?" Invite attendees to share priorities
 - ✓ Talk about products that relate to their concerns ,invite testimonials
 - ✓ Do a Wellness Consult

CONCLUDE

Goal: Enroll attendees with a pack and invite to change lives

- 10 min**
- ✓ How do you get them in your home?
 - ✓ Review being an Affiliate or a Customer
 - ✓ Invite to enroll and enjoy the benefits of the frequense. lifestyle
 - ✓ Invite to change lives
 - ✓ Serve refreshments and answer questions

Wellness Consult Reach your wellness goals!

1 Write down your health priorities and find solutions. Pick your natural solutions on pages 12 and 17 or in a reference pack.

Top Health Priorities for you or your family	90-Day Goals	Natural Solution you have or need
1.		
2.		
3.		

2 Create your Daily Wellness Plan. Use the solutions you identified above and organize them into your daily plan.

	AM/NOON	AFTERNOON	EVENING
Daily Wellness Habits			

3 What other wellness choices could support your goals? (e.g. increase water, sleep, exercise, dietary changes, etc.)

4 Live empowered with natural solutions. Choose the one wellness plan to apply the product you need to your order (recommended to run between the 5th-15th).

WELLNESS PLAN	PLAN	WELLNESS PLAN	PLAN	WELLNESS PLAN	PLAN
TOTAL PV		TOTAL PV		TOTAL PV	

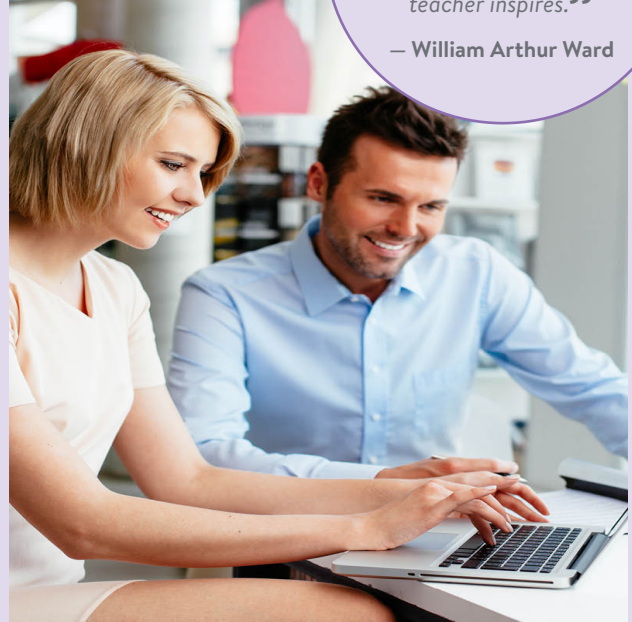
Love Super Patch

Tips

- **Be warm and engaging.** Smile and connect with attendees.
- **Use your body language.** More than 75 percent of communication is nonverbal. Make eye contact. Use open gestures.
- **Connect with the audience.** Share your story and be vulnerable. Emphasize the struggles you've overcome using the products.
- **Teach guests to rely on resources,** not you. Don't be the expert. Let the handout and other resources be the expert. If it's simple, it duplicates.
- **Involve the audience.** Ask engaging questions. Let them share their concerns and experiences.
- **Sample and share!** Create experiences with the products throughout the class. Let the **products** do their magic.
- **Invite them to take action.** Ask if they are open to the next step. Use incentives to create urgency.
- **Be concise.** Keep your presentation under an hour to hold interest. Leave time to answer questions and enroll attendees.

“The mediocre teacher tells. The good teacher explains. The superior teacher demonstrates. The great teacher inspires.”

— William Arthur Ward



📺 For more training on how to present and close successfully, watch the Training videos and find additional resources in the Empowered Success Tools Library.

WHAT IF...

I feel unqualified to teach:

- You aren't the expert and you don't need to be
- Let the handout and/or the video be the expert
- Teach guests to rely on resources, not you
- Share how patch's have positively affected your life
- Simple classes lead to better duplication
- **FDA is questioned:**
- Focus on the strength of and proven science
- Don't focus on competitors' products
- Invite attendees to experience the power of frequency charged nutrition for themselves.

Low attendance or no shows:

- Trust that whoever came is perfect
- Enjoy the opportunity to nurture the few who came
- Review the inviting process and how it can be more effective in the future
- If no one came, use this valuable time to support refining the inviting processes and other training

Host tells guests “You don't have to buy anything”:

- Share why you value the product
- Create product experiences during the class so guests and host can discover value
- Emphasize value of wholesale membership and kit
- Next time, prepare host to understand the value of enrolling and the intention of the class with a Hosting Overview

Someone asks if this is an MLM:

- frequency. has an option to earn income
- frequency. understands that the opportunity is best shared person to person, not on a shelf or in an ad
- frequency. chooses to compensate people who share their technology and support others in sharing

Next Presentations

Growing your team isn't just about who you know, it's about who your network knows. One of the simplest ways to tap into this valuable resource is to invite class attendees or new members to host a class of their own.

BOOK CLASSES FROM CLASSES

1. At the end of the presentation, give your host a gift and thank them for hosting.
2. Say something such as: *"If you're like me, during our time together tonight you likely couldn't help but think of those you love and how they, too, could benefit from these amazing natural solutions."*
3. Invite attendees to schedule their own class and offer an incentive for those who book at that event.
4. Tell them they too can earn the hosting gift when a minimum number of guests attend their event.
5. Show the hostess gift. Send around your (or your new **Affiliate's**) calendar or schedule with those who express interest after the class.
6. Give each future host a *Share* guide and schedule a Hosting Overview.



Use the **Class Planner** to prepare hosts.

Tips

- You (or your new Affiliate if ready) bring your calendar and circle a few dates available to teach
- Have booking gifts (example: 5 samples of Rise)
- Let your passion shine and inspire

MASTERING DUPLICATION

Train your new **Affiliates** to hold powerful presentations by modeling how it's done.

- Allow them to progressively take on more responsibility in each successive class until they feel ready to present on their own.

CREATE MOMENTUM WITH EVENTS

- In addition to classes, there are many ways to expose your customers and builders to exceptional education. Leverage upline, crossline, and corporate leaders who have gone before and have greater experiences as powerful social proof that the products, opportunity, and mission work. These same individuals are most often those who offer, run, and speak at events. Your part is to promote and let these events grow your team. When promoting, use **relaxed intensity**. Be excited and passionate, and be normal.

Remember, Events:

- Seed belief for attendees
- Answer "What's in this for me?"
- Encourage dedication to living and sharfrequense. and lifestyle

Create Urgency With:

- Limited time offers
- Limited seating
- Special guest presenters
- Door prizes and special incentives

Get Mentored

TOP 10 TIPS TO BE MENTORED

1. **Schedule regular mentoring** with your upline mentor.
2. **Choose the best timing** for connecting: daily text check-ins, weekly check-ins, or other.
3. **Reach out** in a predetermined method of communication.
4. **Call your mentor at the appointed time.**
5. Treat the **Success Check-In** as an **indispensable tool** for success and growth.
6. **Text or email a picture** of your completed Success Check-In prior to each call.
7. **Come prepared** to discover your own solutions, rather than expecting your mentor to solve everything for you.
8. **Turn to your mentor for strategy**, not therapy.
9. **Utilize consistent personal development** to surpass limitations and be better prepared to find solutions and strategies.
10. **Your upline will match your energy.** Invest in your success and they'll invest in you!

“Your growth determines who you are. Who you are determines who you attract. Who you attract determines the success of your organization. If you want your organization to grow, you have to remain teachable.”

— John C. Maxwell

FREQUENSE. IS A RELATIONSHIP BUSINESS

You are in business for yourself, but not by yourself. Partnering with your upline mentor can dramatically increase your own success and the **success of your builders**. Set clear expectations so your relationship can grow right along with both of you! Take the time to set things up right to achieve long-term success.

Success Check-in

Download and print at www.TheDiamondMaker.com Empowered Success > Tools Library

Complete and send to your mentor weekly.

1 CELEBRATE & EVALUATE Focusing on my wins and victories brings more of the same.
 What's working in my business? _____ What do I want to be working better? _____

2 ACCOUNTABILITY & GOALS I am my first enrollment every day. I continually renew my commitment.
 Where am I? _____ (rank) and average monthly income _____
 Where do I want to be? _____
 Short-term _____ (rank, bonus, income, etc.) _____ (date)
 Long-term _____ (rank, bonus, income, etc.) _____ (date)

PIPES

P	I	P	E	S
Names Added to List	Support Invited to Class	Attended Class / One-on-One	Enrolled RA/WC	Enrolled in LRP
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Circle where in your PIPES activities there is breakdown in success. Focus next week's actions on increasing the flow in that area.

3 VITAL ACTION STEPS

What needs to happen?	MY PART What do I need to do?	Do I feel I can do it?	UPLINE SUPPORT What support do I feel I need?
_____	_____	<input type="checkbox"/>	_____
_____	_____	<input type="checkbox"/>	_____
_____	_____	<input type="checkbox"/>	_____

My success is up to me. I determine the actions I take. I seek and gain the necessary training to increase my results. I continually break through limiting beliefs, build my character, and expand my influence. I am committed to reaching my goals.

DISCUSS THE FOLLOWING IN EACH MENTORING SESSION:

- ◀ Celebrate your successes. Evaluate areas that need support. Think about your success so you can repeat what's working and eliminate what's not.
- ◀ Identify where you are and where you want to be.
- ◀ Assess your PIPES activities. Identify where breakdown is happening and focus on the one thing that is most important (e.g. skill mastery on inviting or enrolling).
- ◀ Base your next Vital Action Steps on awareness from your PIPES evaluation. Ask your upline for support.

📖 Refer to **Mindset and Personal Development Support** located in the Train Library.

BE RESILIENT

Difficulties happen. They happen to everyone. There may come a time when you become discouraged. Your mentor will know this has happened if you stop calling, stop enrolling, or start making excuses. When this happens, how would you like them to respond?

- As needed, share and discuss solutions in next mentoring session.

QUALIFY FOR DEDICATED MENTORING:

Be committed to your plan, and receive valuable mentoring

1. Enroll
2. Purchase your Rise, Vibe & Sync Pack
3. Do Monthly Qualifying of **100 PV-** via your back office
4. Fill out the Wellness Consult in the Live Guide* to support your 90 day wellness plan
5. Fill out the Build Guide* to get clear on your success path
6. Fill out your appropriate Rank Planner* to track your success
 - Track volume and make strategic plans by also using your back office

WHAT YOU'LL RECEIVE:

Get plugged into the support you need and receive:

- Weekly private mentoring from your sponsor
- Weekly group mentoring & accountability from a team or specialized call

- Private Facebook Group to ask questions & be cheered on to success

-
- Opportunity to enjoy group momentum & receive performance-based incentives
 - How else can I be a resource for you? _____
-

COMMIT TO YOUR SUCCESS

I agree to give my best to my above commitments. I will reach out to my mentor at our scheduled time. In our mentoring I will be open, release unproductive habits, and take action. I trust my mentor to support me. I understand that if at any point I am not doing my part, my mentor and I will set up a new agreement.

Mentee Signature: _____ Date: _____

On my word of honor, I free my heart and clear my head to manifest what I envision. I empower others to do those things they can and should do for themselves. I seek breakthroughs. I foster life change. In every place I visit and every soul I encounter, I leave light. I support them to reach their dreams.

Mentor Signature: _____ Date: _____

Recommit and reevaluate on: _____

Success Timelines

ONBOARD CUSTOMERS

Customers make up the majority of every team's volume. Consistently connect and create happy customers to result in increased volume and rank. Keep engagement high and teach how frequense. is a support reaching wellness goals and living an empowered life.

This is a person-to-person business. The relationship your customers have with the Customer Program is fostered by their relationship with you! Take care to authentically connect with your customers and empower them to meet their needs with Lifestyle Overviews, continuing education, and events. **Model and establish a culture dedicated to effective follow-up.**

ENROLL

While waiting for product's to arrive:

- Welcome
- Share excitement
- Schedule Lifestyle Overview



3-5 days after products's have arrived:

- Conduct a Lifestyle Overview to support health goals and integrate frequense. into their lifestyle
(Refer to Launch for how to conduct a Lifestyle Overview)
- Support in enrolling in LRP
- Connect to resources
- Invite to share and build



LAUNCH AFFILIATES

This timeline outlines the ideal steps for new Affiliates to launch effectively and is key to duplication and long-term success. As a new builder demonstrates commitment by hosting their first presentation(s), establish greater awareness and healthy expectations necessary to continue to launch to Silver. Remember, builders are customers too! Make sure each has experienced the Natural Solutions presentation and a Lifestyle Overview. **Sustain a progressive builder culture by utilizing the Train by Rank guides and Empowered Success training.**



COMMIT

Hosting Overview and Book Presentations with upline



PRE-LAUNCH (1-2 Weeks Before)

Share, Invite, Remind



Host & Enroll with upline presenter



NOTES:

“The best way to find yourself is to lose yourself in the service of others.”

– Mahatma Gandhi

CONNECT CONSISTENTLY

Every month:

- Communicate monthly specials and promotions
- Share tips
- Promote continuing education opportunities

Every 60–90 days:

- Offer additional Lifestyle Overviews
- Check in and support in reaching health goals

If no order is placed in 60 days:

- Make customer support calls
- 📌 Refer to **Activate Customers**.

HEALTHY CUSTOMER COMMUNITY



LAUNCH MONTH

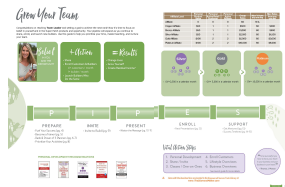
Follow-up with upline



Launch Overview with upline



Continue to Engage in PIPES Activities



Achieve **SILVER!**



INTRODUCE TRAIN GUIDE with upline



Wellness Consult

Reach your wellness goals!

Step 1: Write down your health priorities and find solutions.

1 Write down your health priorities and find solutions. Find your natural solutions on pages 13 and 17 or in a reference guide.

Top Health Priorities for you or your family	90-Day Goals	Natural Solutions you have or need
1.		
2.		
3.		

2 Create your Daily Wellness Plan.

Take the solutions you identified above and organize them into your daily plan.

MORNING	AFTERNOON	EVENING
Daily Wellness Habits <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

3 What other wellness choices could support your goals? (e.g. increase water, sleep, exercise, dietary changes, etc.)

4 Live empowered with natural solutions.

Create a 90-day wellness plan by adding the product you need to your SSP orders (recommended to run between the 5th – 15th).

MONTH 1 LRP Date: <input type="text"/> / <input type="text"/> / <input type="text"/>	MONTH 2 LRP Date: <input type="text"/> / <input type="text"/> / <input type="text"/>	MONTH 3 LRP Date: <input type="text"/> / <input type="text"/> / <input type="text"/>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
TOTAL PV _____	TOTAL PV _____	TOTAL PV _____

You *can* do this
business *part-time*,
you can do this business
full-time, but you
cannot do this business
sometimes.

-Terry Ewing Perez

Visionary

Next Step:



Empowered Success