

How To Significantly Reduce Attrition And Keep More Of The People You Find

Goal: Turn every prospect into a 90 For Lifer (one who uses all 90 Essential Nutrients for the rest of their life.)

1. The 90 For Life Message

- Has your prospect heard the message?
Pathway to Freedom Video?
Dead Doctors Don't Lie Audio?
- Does he/she understand the message?
How do you know?
Find out. Ask questions.
Review (use the *Summary of the 90 For Life Message* PDF on the training site).

Please Note: Our message is what sets us apart and makes us unique. We don't want anyone to "TRY" the products. We want them to hear the message. Hearing and believing the message is the only legitimate reason for using our products.

2. ALL 90 Essential Nutrients

Have you put together the best 90 Essential Nutrients Pack based on your prospect's....

- Health Needs/Goals (based on the Health Survey found on the training site)
- Budget
"What is the maximum you can see yourself spending each month to reach your health goals?"
- Personal preferences such as liquids, powders, pills, sensitivity to taste, etc.

3. 90 Day Commitment

- Are you making clear the minimum 90 Day Commitment BEFORE the prospect begins the program OR are you using the words "Try the products"?
- Are you FIRM in your commitment to this?
- Are you willing to let them walk away and buy from someone else?

4. Health Survey

- Are you using the Health Survey BEFORE they begin?
And AGAIN at 30 days, 60 days, 90 days?
What is your follow up system for doing this?
- **Please Note: The health survey is the ONLY way to accurately monitor progress.**

5. Autoship

- What percentage of your customers/distributors are you getting on Autoship the day they enroll?
- If you are getting a 90 Day Commitment before your prospects begin the program it is likely that most, if not all, of them will go on Autoship.
- If you are not getting your customers on Autoship they are not making the 90 day commitment.
FREE SHIPPING
Save an additional 8%
Additional bonuses for Distributors
- Are you making sure the Autoship arrives BEFORE they run out of their initial 30 day supply of products?

6. Product Usage Guide

- Are you making sure that your prospects know how to use the products for maximum results?
- Are you directing them to the Product Usage Guide (training site)?

7. Ongoing Education

- Are you using tools (Dr. Wallach's audios/videos) to continually educate your customers?