

## Checklist Check-In Coaching Guide - What the Coach Says

First off, you've seen some success examples - and you'll become familiar with how to be successful with this, step by step, from watching some videos.

Since we have a few more steps to do, here's a request, can we agree to stay in touch with each other? Coordinating will be smoother if we can agree to stay in touch, does that sound ok?

If I message you, and you're actually tied up with a work project or family things and you're tied up for the day, you could reply, "I'm tied up for the day", no problem at all. And for both of us, that is better than just going quiet, as we work together.

So can we make that deal with each other, that we reply, that we give updates, and stay in touch? (Get things sorted out there - "great".)

**(You may already know the info on these next questions, but, if needed),**

(You created your account on Melaleuca.com & watched Foundations video?)

(You watched "benefits of buying a pack" video?)

("They Bought a Pack?") (Key points from the packs video; "It duplicates through your group" - "familiarity and belief in the products").

(Encourage them on "placing their order", if they haven't ordered yet).

- Review; Their Why; their "reason why" for creating income here.

"What amount of Monthly income, would bring you the solutions you want?"

(Get Them Dreaming. "If you did even just a percentage, of the successes you have seen shown here"...)

If we could stretch a bit - if our work could make this possible - And seeing some examples of what IS possible here;

What kind of money do you WANT to be making, say on a monthly basis?

What would that open up for you, how would that change things in life for you?

Over the next 3 months, do you have an idea of the amount of money you need to make, or want to make?

- Schedule: A lot can be done in 10, 20, 30 minute gaps of time that we can take advantage of here and there.

During the day, what does your schedule look like, when do you have time availabilities?

Evenings and Weekends, what would be your time availabilities?

Our system, our training, is very effective - and just doing the steps we train on, I'm confident things will go well for you. And I'm here to help you anytime you have questions or need help.

How do you like to communicate - Directly by phone is ok? Do you tend to communicate by text? Facebook Messenger? Do you ever use zoom?

The next familiarization step will help you get comfortable with approaching others; how to do the invitation, so they can see our presentation.

You can actually just type this in and pull it up, or I can text or email you the link, but our next step of familiarization is the website **HelpInviting.com**

(Clickable Link; to Text or Email to them) <https://HelpInviting.com/>

That website has a few very helpful videos, all together the time is 37 minutes.

You will also see some typed out guides on how to approach, and invite, very comfortably.

And later we'll do some practicing with those. Nothing scary.

**Are you able to pull that website up now, where you are?**

(Send the link if needed), <https://HelpInviting.com/>

*(If they can pull up the page, while you're on the phone - Guide them re: Two videos at the top of page one - and two videos at the bottom of page one. Page Two - the guides, the scripts. Page Three, Contact List Help.)*

With how you are used to working, for using those guides, are you able to print things off like those guides, or would you be more likely to read from a laptop or your phone or something, as far as having those support materials available to help you?

With 37 minutes of video, and reading through the scripts, do you have a rough guess when you can fit that in, and when we can plan to connect back together?

(Set a time, as to when they can be done reviewing HelpInviting.com).

*(If they haven't placed their first product order, "remind", about that).*

I look forward to hearing from you that you've gone through the videos and read through the guides.

So you just let me know when you've gone through those videos and read through the typed up invitations, then I send you another link which has our practice information.

I think you'll enjoy those videos, and it's likely they will answer some questions you might have.

That's pretty much it for now, I look forward to connecting back up with you!