

## **Our System Steps - OurSystemSteps.com**

**They enroll and are brand new** -

### **Step 1 Starting Checklist**

Guide them to go to: **StartingChecklist.com**

**The Clickable Link is** <https://StartingChecklist.com/>

Belief Videos, Write down Your Why, Foundations Video - why Packs  
"Contact your enroller, let them know you finished this"

It's ok to follow-up, and gently nudge a bit, but They Have to DO StartingChecklist.com - and they have to let you know.

Don't drag them across the finish line. Encourage, stay in touch, but they take their action steps, "or they are basically a customer" for now.

Things come up for people, also things can change, re: better engagement.

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They replied,

"OK I finished StartingChecklist.com"

### **Schedule the Checklist Check-In**

## **Step 2 Checklist Check-in & Basic Strategy Session**

Done Over the PHONE

Follow the guide - What is their "reason why" for working, earning  
- Discuss Goals - Their Schedule - Agree to communicate

**At the end of the call;** Send them to HelpInviting.com

Clickable Link <https://HelpInviting.com/>

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**They do this step on their own:**

### **Step 3 They Study Through HelpInviting.com**

This is their activity step - Then they contact you, "I'm done"

They watch the videos & read the scripts, HelpInviting.com  
(The web pages direct them, "**contact enroller when done**")

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**At end of Help-Inviting they were guided;**

**"Contact your enroller"; "OK I'm done, what is the next step"**

### **Step 4 is JUST Sending a Link:**

Communicate to your person, "OK, Here is your Next Step; it is to Watch these videos, they will prepare you for us doing our practice session" Clickable Link; <https://SuccessfullySharing.com/>

AND, (if they haven't ordered yet), "You will need to have placed your initial order, before we continue onto the practice"  
**"Watch the Videos, Then call me, for practice session"**

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**They watched the SuccessfullySharing videos, "OK I'm done"**

They must have placed their initial order. You can check online via the Business Center - Enrollments - the Follow-Up Center.

Then Schedule the Phone Consultation - Practice Session

### **Step 5 Coaching on Inviting & Doing Presentation**

- They have placed their initial order
- They have watched the videos on SuccessfullySharing.com

You have coordinated the Practice Time; to be done over the phone (or with zoom etc).

Follow the Guide, Coach them through all steps, which are basically "both of you" following the guides and the scripts; everything is on the website **SuccessfullySharing.com**

Clickable Link; <https://SuccessfullySharing.com/>

Your new person now knows how to approach, how to invite onto a recorded video presentation, how to stay on with them and close at the end, including encouraging starting with a pack, and they know how to send enrollment link.

Really, everything after this, is simply "helping them **get their activity going**", helping them step forward and make approach calls, and make presentations. Make the calls to your new person, some texts, engage, help them START...

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1 day after the Inviting-Sharing Practice session:

### **Step 6 Approaching & Building - Doing the Work**

Daily Check-In Dialog - They approach and present, then they call you and everyone coordinates - "refer them to earlier videos" if they need specific help with "how to" on anything.

**AND, Send Them the link** for the Time Efficiency video, ask them to Let You Know when they have Watched It; **TimeControlSuccess.com**

Clickable Link; <http://TimeControlSuccess.com>

**For the next several days, "This is the work phase."**

They have been well prepared to get to work - now we support, help, encourage, and "ping pong" back and forth; they do approaches, then we connect back up. We help - we encourage, we guide to success.

Note: Like any business, some "need the income", but won't do the work; or timing is off for whatever reason for them. "Help", don't badger beyond encouraging and guiding - for some, they will end up just basically being a customer for now, for others, they will RUN, and they will find other runners.

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**After They Have Enrolled 2, with orders:**

(And, use your judgment re: their timing: "Maybe hold off a few days" if they are flat out working and it might be best not to distract them. And as well, if it's been like 10 days since your practice session, and they aren't really moving forward with speed, you might want to go ahead & send this to them).

**Step 7 Send Link - OurSystemSteps.com**

Clickable Link; <http://OurSystemSteps.com>

Send this Link, with the dialog, "this shows you the simple outline of steps" that we bring a new person through who wants to succeed and earn income.

Though the new person "experienced the steps"; this shows it clearly, and takes away any confusions as to how THEY help their new people progress up to earning well.

The downloadable file, able to be printed, is on [SharingSuccessfully.com](http://SharingSuccessfully.com)  
I have the domain [OurSystemSteps.com](http://OurSystemSteps.com) pointed to that page.

**THAT IS THE ENTIRE SYSTEM, That is the "Flow of Steps"!**

Here is our **Facebook Group Page**, team page, for announcements, recognition of advancements and successes, and group support;

<https://www.facebook.com/groups/TheAdvancementTeam>

You can also find this group by doing a "search for groups", with **The Advancement Team** - you'll see it.

It's a "private group"; just a couple of membership questions to join.

For questions and for help; Frank Harvey (Tampa Florida area)

[Frank@FrankHarvey.com](mailto:Frank@FrankHarvey.com) (727) 729-2626

I also suggest joining the "main company facebook page",

Company announcements, success stories etc; you can find it at:

<https://www.facebook.com/groups/MelaleucaEnhancingLives>

And find by "search for groups"; **Melaleuca Enhancing Lives**

There are several other random Facebook groups, but don't bother with them is my suggestion, "they are a distraction, of other people's questions" etc. And what we have in our system, covers everything...

By the way, please do not share any of our videos, links or websites, with those outside of our group, who may be in Melaleuca.

I need to be able to control "use", for company compliance reasons.

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This company is going to continue growing substantially, for many many years to come. Let's work hard now, and get our share of that!