

How to Implement the Launching Strong 2 / 7 / 30 Sheet

The new Launching Strong System is designed to be used by everyone new to your business and be presented by your sponsor. It will allow everyone to follow the simple steps to create a strong launch in their business and create duplication within your teams.

2 - Within 48 Hours of Joining

1. **Contact your new team member, welcome them to the team via voice note or phone call. Present two paths to your new team member.**

Path A Launch Path - A Business Builder. Income can be earned for own sales and from the efforts of others they help into the business.

If they pick Path A - Email the Launching Strong Worksheet and book in a Game Plan 1:1 (Face-to-face Game Plan meeting - In Person / Facetime / Messenger Call / Zoom). Have them print out the Launching Strong Worksheet to be ready for the meeting.

Path B Slow & Steady - Hobbyist. Income is earned solely on their own sales to friends and family, and by sharing what they love on Social Media.

If they pick Path B - Add them to your Elite / Exclusive Team group, United Fashionistas, etc. Direct them to the Pinned Posts where the FAQ's and Video Trainings are located (www.letsflourishtogether.com)

2. **Game Plan Meeting - Facetime / Video Call / Zoom - 1 Hour Max.**

- **Set property expectations for long-term success.** This system is designed to make team members independent as quickly as possible. Success or failure is up to them. Are they willing to commit 1 year of action and learning?
- **Identify their WHY.** Show them how to dream again, what's missing from their life. How much would they like to earn in their first month? What would that amount do for them **RIGHT NOW?**
DEVELOPING THE LEADER WITHIN YOU
What would they like to see change in the next 12 months?
- **ASK THEM** - How can I help you stay motivated?
- Help them set their 7 and 30-day Business Goals.
- Teach them how to prospect people who engage with their posts. Reply to comments thanking them for watching. BE EXCITED!! Drop all likes and comments a message.
Example: "Thank you for watching my Live! I am so excited about this business and would love to hear your opinion. If I sent you a video, would you watch it?"
- Teach them how to make a contact / 100's List starting with their 10 / 10 and how to **SHARE vs. SELL.**

10 Easiest Their friends and family. The product users. Those they think will support / buy from them.

Example: "Hey Clare!! Would you be willing to try the jewelry we have and compare it to what you currently have, and give me your feedback?"

10 Best Their "A-Team" / "Dream Team".

Example: "Hey Clare!! I need your opinion and would like to see what you think about my business. If you are interested, Great! If not, that's totally fine too. If I sent you a video, would you watch it?"

Actions

Two Days:

- o Game Plan Meeting
- o Complete the Launching Strong Worksheet (during game plan meeting)
- o Agree on a suitable Daily Method of Operation (DMO)
- o Complete a Facebook Curiosity Post - Share the excitement of YOUR new business and how it is going to help you. Do not mention your "Why".
 - Teach them how to prospect people who engage with their post. Reply back to comments thanking them for watching. BE EXCITED!! Drop all likes and comments a message.
 - ↳ Example: "Thank you for watching my Live! I am so excited about this business and would love to hear your opinion. If I sent you a video, would you watch it?"
- o **SHOUT THEM OUT!**

Seven Days:

- o Complete the 10 / 10 List (if not completed during game plan meeting)
- o Share 3rd Party Video with 10 Best & Message 10 Easiest
- o Set up a 3-way messenger chat with potential prospect / sponsor or elite to help with questions.
- o Kit Unboxing Facebook Live as soon as their kit arrives. Share your excitement about getting started.
- o Approach and invite prospects everyday
- o Book an In-home Launch (IHL) with local friends & family ASAP (within first week)
- o Book an Online Launch (OLL) using a Facebook Group / Event
- o **SHOUT THEM OUT FOR EACH MILESTONE!**

Thirty Days:

- o Maintain Daily Communication – **For at least 30 days.**
- o Help them to do Facebook Lives - **Perhaps a Dual Live at first**
- o Complete **100's List**
- o Contact 5 people per day and follow DMO Sheet
- o Book their first Online Party
- o Go Live with their WHY and testimony from using a product or reviews from customers
- o Help them to FAST START and booking 5 Parties
- o Help them achieve their first team member
- o Commitment to their first event
- o Agree on their first Personal Development tool

If Anyone Struggles - Remind them of their **WHY** and what it is that helps them stay motivated to achieve their 30-day Financial Goal and their 12 Month Goal.

— **Get them into action and give them assignments!**

Reading Recommendations for New Presenters:

ANY BOOKS from **Tom "Big Al" Schreiter & John Maxwell**

Go Pro, 7 Steps to Becoming a Network Marketing Professional - Eric Worre

Tribes – Seth Godin

Jesus, CEO – Laurie Beth Jones

