



7 Step Business Building Plan

1. **8+ touches:** Average sale is made on 8-12 touches – be genuine and honest
2. **Invite to Website** for “tour of the company, products, leaders” -then Q&A
3. Know your vision for your business: purpose; money to make; legacy to leave
4. **Let prospects know** how you will help them: “I can give you hope for...”
5. **Ask about** and know their vision/purpose/legacy.
6. **Invite them** to get started with your help and guidance – requires you to be prepared!
7. **Follow through** until 444 (3 levels of 4 on SmartShip) is fulfilled.

