## B epic getting started guide 7/21/20

If you want to succeed treat this like a business

**Enrollment steps**

Before you enroll new person make sure you are putting them on your correct side (L or R)

after you complete enrolling new person from your web site please do the following with them before you end the session

Save user name :Your web site bepic.com/ your user name your password-

Set up new person monthly auto ship order 70 pts goal min 1 product

Have them go to their back office – under account they should set up their default setting (L/R) to start

Show them their binary tree to start tracking group

Go to incomegenerators .biz . go thru the site:: Please print this guide and watch the getting started videos on this team site incomegenerators.biz (click bepic tab) this is your team recruiting and training site- review the page for recorded meetings/ getting started training task/ live zoom meeting schedule bobby/ company

\_\_\_ Tell them to join our two facebook pages 100% epic for guest wolf pack (red W) for reps

\_\_\_ your sponsor name /phone\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ team leader\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_ book a follow up date within a few days after they go thru the 2 getting started videos to go over launch plan day \_\_\_\_\_\_time \_\_\_\_\_\_\_ or go to bobby’s recap Monday 8pm **End enrollment session**

**Get your initial education**

spend (15 min a day) while your launching your business

\_\_\_\_ go thru your company web site see product info \_\_\_ our team web site incomegenerators.biz

\_\_\_\_ details on the compensation plan understood ( we will put up more detail video video)

\_\_\_\_ back office training( how to see team/ your commissions and how to receive them/add S.S

\_\_\_ **join/visit our team facebook pages 100%epic (prospects) wolf pack (Reps)**

\_\_\_\_continue 15 min a day browsing our facebook pages or other means of personal development

**Your why /goals**

\_\_\_\_ **why did your join the business-\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**\_\_\_Goals 1 year\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 3 year\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Attend and plug into as many team calls and corporate calls/events as possible and spend time browsing our face book pages**

**Process to expose people to the business**

There is no cookie cutter way to enroll people, every process may be a little different. However there are some basic principles that should be followed--- Consistent daily action steps

**You need people to talk to …**you will be using your contact lists (cell/ facebook ect) and new people you meet….. approaching people about the business or products

Remember you are doing them a favor by exposing them to the business

**Launch your business---- Names list to start 10- 50+**

**Contact as many people needed until your first 10 people** have seen the plan and have had a follow up talk with you or a team partner (see inviting tips below)

**TWO online or in home presentations that are for YOUR PROSPECTS**. Your job is to take accountability to have your 10 guest on these 2 meeting options if you fall short, continue the process until you complete this.

Set them up now with your team leader , they can be part of the regular meetings that take place. Preferred if private.

**1.Date\_\_\_\_\_\_\_ time\_\_\_\_\_\_\_ venue\_\_\_\_\_\_\_\_ 2. date\_\_\_\_\_ time \_\_\_\_\_ venue\_\_\_\_\_\_\_\_\_**

1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 6.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 7.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

3.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 8.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

4.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 9.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

5.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 10.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_total joined\_\_\_\_\_\_

**100% epic face book group for guest----**ATM- add /tag / message 5 people a day for 10 days or total of 50 people and follow up we will have a brief video on our team training site to explain this

**Consistent action-**  you now continue your efforts with a consistent ongoing plan of action It’s a numbers game- have a tracking system

set a goal to contact (personal call/text/tag facebook) **2 new people a day =60 per month**) out of the **60** people you approach **30 of those people** will want more info or try a product eventually leading to at least **10 that will view the business plan and follow up call.** From this at least **2 new partner per month**- to keep it simple just approach your 2+ **new per day** the rest will take care if itself

track this on some type of monthly tracker 60/ 30/ 10/ 2 system

IN addition continue to ATM 2 people a day on social media these interested people will count for your 60/30/10/2 system if you can engage them in any dialog

**Peak interest--- combining calls/text/social media**

**Business (** few min small talk) There are many approaches you can use , just keep it simple to start… Are you someone who keeps your options open when it comes to looking at ways to earn additional income ?

**Product interest 1st**- lead with trying to get them to book a time to review products/ facebook tag in a video or our face book group

**Initial exposure methods**

**Overview call (5 -10min)** with a team member until you are comfortable . Do not show the plan until you build relationship /discuss the why

Ask them to browse the 100% epic facebook group. Sample or try a product

**Presentation**

* **Live zoom presentation/ live presentation**
* **Incomegenerators.biz. make sure they click on b epic if they watch the videos on their own always lock them into when they will look and book a follow up within 24 hrs**
* **Watch plan with them**  **Follow up to a decision**

**Duplication—teaching your team to do what you did**

**Simple plug your new people into this training system and follow up with your new people on a daily or weekly basis…….eventually learn to follow up daily/weekly) with your go now reps on your team--- keep a little tracking sheet on yourself and your personal enrolled to track progress Note: binary commissions close tue midnight EST / 90 days of inactivity you loose position**

**Getting started checklist –**

**column maybe 10 people to the right /1st person YOU**

**\_\_\_\_\_\_Enroll and on monthly auto ship min 1 product**

**\_\_\_\_\_\_Auto ship at least 70pts to Q for lifestyle bonus-**

**\_\_\_\_\_\_username\_\_\_\_\_\_\_\_\_\_ password saved**

**\_\_\_\_\_\_ binary placement settings understood**

**\_\_\_\_\_\_ getting started training guide and video**

**\_\_\_\_\_\_ launch follow up meeting w enroller**

**\_\_\_\_\_\_ Basic edu completed- comp plan\_\_\_ back office\_\_\_\_**

**\_\_\_\_\_\_ join face book group 100%epic/ wolf pack**

**\_\_\_\_\_\_have your WHY 1-3 yr goal**

**\_\_\_\_\_\_\_ names list to start**

**\_\_\_\_\_\_ 2 launch webinars for your top 10**

**\_\_\_\_\_\_ First 10 people showed the b epic plan**

**\_\_\_\_\_\_\_ ATM first 50 people 5 per day /track**

**\_\_\_\_\_\_ enrolled your 2 people**

**\_\_\_\_\_\_ Track 60/30/10/2 monthly progress**

**\_\_\_\_\_\_ get your personal cv to $300 month**

**\_\_\_\_\_\_completed your 2x2 $100 mn**

**\_\_\_\_\_\_completed your 3x3 $300 mn**

**\_\_\_\_\_completed your 4x4 $500 mn**

**\_\_\_\_\_ completed your 5x5 $700 mn**

**Tracking your journey to your 5x5 status (in back office) track 7 as not sure what 5 will do it! Must be 70 bv autoships**

**Person 1 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.\_\_\_\_\_\_\_\_\_\_ 2\_\_\_\_\_\_\_\_\_\_\_3\_\_\_\_\_\_\_\_\_\_4\_\_\_\_\_\_\_\_\_\_ 5\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Person 2 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.\_\_\_\_\_\_\_\_\_\_ 2\_\_\_\_\_\_\_\_\_\_\_3\_\_\_\_\_\_\_\_\_\_4\_\_\_\_\_\_\_\_\_\_ 5\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Person 3 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.\_\_\_\_\_\_\_\_\_\_ 2\_\_\_\_\_\_\_\_\_\_\_3\_\_\_\_\_\_\_\_\_\_4\_\_\_\_\_\_\_\_\_\_ 5\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Person 4 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.\_\_\_\_\_\_\_\_\_\_ 2\_\_\_\_\_\_\_\_\_\_\_3\_\_\_\_\_\_\_\_\_\_4\_\_\_\_\_\_\_\_\_\_ 5\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Person 5 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.\_\_\_\_\_\_\_\_\_\_ 2\_\_\_\_\_\_\_\_\_\_\_3\_\_\_\_\_\_\_\_\_\_4\_\_\_\_\_\_\_\_\_\_ 5\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Person 6 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.\_\_\_\_\_\_\_\_\_\_ 2\_\_\_\_\_\_\_\_\_\_\_3\_\_\_\_\_\_\_\_\_\_4\_\_\_\_\_\_\_\_\_\_ 5\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Person 7 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**1.\_\_\_\_\_\_\_\_\_\_ 2\_\_\_\_\_\_\_\_\_\_\_3\_\_\_\_\_\_\_\_\_\_4\_\_\_\_\_\_\_\_\_\_ 5\_\_\_\_\_\_\_\_\_\_\_\_\_**