**Xweetlife getting started guide – 8/15/24**

 **If you want to succeed: Treat this like a business**

**Please print this guide and watch the getting started videos on this team site for better clarification**

 **Initial set up**

**Enroll – automatically gives a nine day buddy pass then free position as a customer**

 **Upgrade – xweetest /xweeter ($99) or $29 starter - goal to upgrade asap- all upgrades pay full one time admin fee**

 **smartship**

 **If on the $99 membership – select your 2 choices monthly**

**Get your enroller link which directs people to your site most of will use our evite link to enroll people**

**Save your user name and password**

**Set up to receive your commissions in your back office**

 **Your why /goals** - **why are you building the business- \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**If starting on the $29 plan, how many $9 monthly commissions (people) do I feel I need before I switch from the $29 plan and upgrade to $99 plan \_\_\_\_\_\_\_ Upgrade completed \_\_\_\_\_date \_\_\_\_\_\_\_**

**3 member upgrades $29 or $99 \_\_\_**

 **EDUCATION**

**While you are building your team--- Spend maybe 15 min per day going thru and getting familiar with your xweet web site and back office /travel (personal /agency)/ understand compensation plan / ECT – then 15 min day self Development Hop on as many zooms as possible that the company or your team provides**

**Product info/ benefits knowledge – never will drop your membership if u see the value in the membership ,regardless of your income earnings**

 **Building your team- MIND SET**

**There is no cookie cutter way to expose people to the business every process may be a little different. However there are some basic principles that should be followed.**

 **Launching your business – - Everyone you speak to can benefit from the membership value and the income opportunity. your mind set must be that you are doing that person a favor by exposing them to xweetlife, let them decide their path to go forward or not,**

 **ACTION STEPS**

**Initial goal- is to get 10 people to see the presentation during your “business launch” (first month) – enroll at least 3 in the $99 or $29 membership… (we will cover exposure and presentation steps below)**

**Best way to do this is have people on 2 or more zoom calls with your team leader or use the company ones try to go all out inviting as many people as possible to end up with 10 attending in your 1st month or less use your team leader to help u invite and follow up after the presentation . because you are new the best invite would be call or text if text tell them u will follow up with a call ----(put it into your words) “ just getting going in a company with a new business model , my initial goal is to have a handful of people evaluate this when can we initially talk for 5 min to possible set something up . This may or may not be of interest to you, but I know you are well connected and you may know someone interested in a second income stream once you get an overview of what we are doing**

 **“what is it “ see below**

 **Ongoing or consistent action goal-**

 **It’s a numbers game-let the numbers work for you-90/30/10/3 system**

 **LETS break it down**

1. **Approach at least 3 new per day-(90 mn)- people u know, people u meet, social media (u can never run out of people) , approach = any type of direct communication to them,**

**Lead with product or service or business ( do you keep your options open when it comes to looking at additional ways to make $?)(do u know any motivated people looking to make a few thousand or more per month ?)**

 **What is it ? it’s a private membership, allows members a amazing platform of valued benefits along with an incredible potential income stream for anybody interested in sharing the memberships**

1. **30 total or 1 a day added to your prospect list –seeking more info – set up a……**

**First step always - 5-10 min conversation- you or a 3 way call, giving them a little overview, much more import, getting the prospect to open up about what they are looking for. Ask them if they found something solid ,would they be comfortable sharing it , don’t go any further until they pass this point … …. book next step**

 **A. Interested in knowing more or trying the products/ services**

 **B. Book them into a Live or recorded zoom to see the overview right away – team call or done by you –**

**C. Give them a nine day buddy pass with your direction and follow up within a week**

**3. 10 people actually see the overview- although 30 About a third or 10 will actually view the presentation ,after you initial conversation or viewing material or trying product**

 **Ways to show the overview –**

 **A. LIVE ZOOM done by you or team or company**

 **B. Directing them to watch the overview on their 9 day buddy pass videos on the entire membership benefits and comp plan access in their back office – book the follow up before u send them off before 9 days expire**

1. **Meeting them and showing the plan**

 **book the follow up to answer questions to help them decide. Which could include the 9 day buddy pass to view follow up info**

 **Book the follow up before the zoom presentation takes place**

1. **2-3 per month will enroll $29/ $99**

 **Track everyone on paper or spread sheet not in your head – not letting people to slip thru cracks and to monitor your progress 90/30/10/3**

 **Duplication Process – simply duplicate these same steps with your personally enrolled and their team .**

1. **Make sure they are instructed to follow this guide and review these same training videos**
2. **Attend any team or company trainings live or zoom .**
3. **Keep in weekly contact with your leaders**