



PROCESS OVERVIEW

STEP IN THE PROCESS	INFORMATION COVERED	TOOLS NEEDED
<p>OLB/MSAWA & DTM</p>	<p>One-line Bridge (OLB) – It’s a trigger to check if the person picks up on it, and probes you further.</p> <p>Making someone Aware of Who’s Available (MASAWA): Make them aware of your story (brief) and your access to a mentor and coach</p> <p>Drop the Message (DTM) – If they put a case forward then potentially you can open a door for them to mentorship MASAWA & DTM could be combined if applicable. Get to know- develop relationship and trust</p>	
<p>MEET & GREET 1</p>	<ul style="list-style-type: none"> • Meet at a coffee shop (neutral place). • Get to know the person/people to develop a relationship and trust. • Ask about their story • Share your story with them • Talk about the people you are working with. • Have a conversation and not an interview style Q/A session. • Ask questions and share mindset to determine if you will move to the next meeting. <p>Their Homework: Have them read the book if they qualify. Let them create a buy in before you hand over the book</p>	<p>Book: Business of the 21st Century</p>
<p>MEET & GREET 2</p>	<ul style="list-style-type: none"> • Develop a relationship and trust • Ask what they appreciated in the book and what challenged their thoughts • Discuss the four income quadrants • Review the Napkin Plan • Share the steps of the process • Book a time 1-1 business presentation / Entrepreneurship Workshop (EW) based on the candidate • Send a calendar invite / email for the guest pass to the EW <p>Their Homework: listen to the audios prior to the next appointment</p>	<p>Note Pad & Pen Audio: Prosumer Power Optional: Napkin plan video</p>
<p>BUSINESS PRESENTATION/ TEAM EVALUATION</p>	<ul style="list-style-type: none"> • Share the business plan • Difference between network marketing and network assets and playing the game in the B Quadrant Vs the S quadrant • Cover the different roles of Amway, Team 1 Global and Mentorship & Coaching • Introduce them to the speaker / Upline Platinum / Emerald or Diamond and to your coach • Book a time for a follow up – 1 • If you do a 1-1 Business presentation, then the next appointment can be a Team Evaluation or a follow up (whichever comes first) <p>Their Homework: Listen to audios prior to the follow up</p>	<p>Audios: 1.Upline Emerald/Diamond Success Story. If not send relevant success story 2.The Why by Greg Duncan</p> <p>Optional - Team 1 Global Discovery Brochure</p>



FOLLOW UP 1	<ul style="list-style-type: none">• We would like to know what are you appreciating so far and what are you hoping for?• What is it that is not making sense to you?• Address any yellow flags as you discuss the 2-5-year plan• Discuss 2- 5 Year plan. What to expect in the business journey and answer their questions along the way• Study body language and bring up anything that you feel is not right• Book Follow Up 2 <p>Note: You may choose to bring them to the next EW if they earn it</p> <p>Their Homework: Listen to audios prior to the follow up, complete the book and study the document</p>	<p>Book: The Go Giver</p> <p>Audios: Wantapreneur Vs Entrepreneur by Hemant & Smitha or any other relevant audio</p> <p>Document: 2-5 Year Game Plan</p>
FOLLOW UP 2	<ul style="list-style-type: none">• What did they appreciate in the audios they listened to and the book they read.• What did they appreciate about the last EW (if applicable)• Answer any questions they have (Address any yellow flags)• Discuss what the yearly business overheads and business launch looks like <p>Note: You may choose to bring them to the next EW if they earn it</p> <p>Their Homework: Listen to the audios and go through the document</p>	<p>Audio: Share relevant audios and according to their questions</p> <p>Document: Business Overheads & Business Launch</p>
FOLLOW UP 3	<ul style="list-style-type: none">• Discuss Partnership Responsibilities – elaborate what your role would be as a mentor• Assess the process they just went through:<ul style="list-style-type: none">• Are they fully prepared?• Do you have the trust and friendship?• Tell them to communicate with you within 24 hours, after they have thought about, discussed, and decided to commit to the partnership and they understand the 2-5-year mindset <p>Their Homework: Go through the Partnership Responsibilities Document</p>	<p>Document: Email the Partnership Responsibilities Document</p>
EXTENDING MENTORSHIP & ENDORSING SPONSORSHIP	<ul style="list-style-type: none">• Communicate with your coach to discuss a possible launch• Communicate with the potential new business partner after they have committed and you have checked with your coach.• Inform them of the decision• Email the Partnership Offer and have them formally accept• Book a launch date	