Success Track

1	2	3	4	5	6
Application Submitted Starter Kit Starter Guide Trainings Welcome Call with NMD 10-1-10 30 Days vs 60 Days	10-1-10 Completed Coaching Call with NMD Fast Track to SC NSA Support Call(s)	Fast Track to SC Completed BP: Tier 1 Status Leads from Company Goal: POB & FT2SSC	Fast Track to Senior Sales Coordinator Completed	**QNMD** Welcome Call with Regional Director	**NMD** RD - Club Focused Coaching

Starter Guide Training

1st Hour

Starter Kit: Re-Direct
Starter Guide
* Stories
* Mem Jog & DTL
*Copies for Sponsor
*Set Dates for In-Homes
Virtual Office:
* Place Order
* Set Up Website
* Short Virtual Office Tour

2nd Hour

* Review Memory Jogger
* Strategy for each name
* Find Ringers
* Spontaneous 3 way calls
* Imprint Success
* On The Job Training
* Profile Sheets for 3-way calls with DTL
*Establish DMO

NMD Welcome Points

Congratulate Decision
Elevate Sponsor, Company & Conference Attendance
Tell Story
Create Vision / Elicit Why
10-1-10 & Benefits
*Identify Rising Stars

NMD Coaching Call Points

Congratulate Achievement
How will they spend $250? Reinvest in biz!!
Next Steps:
* Qualify Business
* 40 Capsule PCs = 1000 month = 5%
* Continue 10-1-10 with Frontlines
* Monthly 5-1's
* 10-1-10 With original "1"
* 6 Months to Sales Coordinator Plan
* How to read PVC & 12 Month Reports
* Promo vs. Paid Volume
* Identify Players for structure
* Calculate # Preferred Capsule Customers needed

$$\frac{\text{Required volume - current promo volume}}{100}$$

*Map out where volume will come from
* 2 (10-1-10's) = 4000 Promo Volume
* Be sure sponsor has put through promotion to VF (and later SC)
*Set Up Accountability Mechanisms, Review DMO

FORMS NEEDED

Starter Guide Training:
Starter Guide, 10-1-10/5-1, Profile sheets, Comp Plan, Tried&Proven System, Flip book
NMD Welcome Points:
10-1-10 flyer & TBB flyer
Flip Book
NMD Coaching Points:
6 months to SC Sheet
FT 2 SC flyer (SSC)
Close of Biz PVC & 12-mo analysis reports