

Team **VEA** *Life* Sponsor Guide

Steps to support your new Customers, Affiliates and Social Business Partners.

Within the first 24 hours:

1) Using their preferred method of communication send them a nice welcome message.

Example: "Hey Heidi, I'm so excited to be on this journey together! Your new website is HealthwithHeidi.myalovea.com, your username to login to your website's back office is HealthWithHeidi and your case sensitive password is Hot12345! Please let me know when your product arrives and we will get your story off to a great start."

2) Email, send, or give them their Customer, Affiliate or Social Business Partner Launch Guide. *important links are hyperlinks if you send it digitally, and can just be clicked on to go to the key pages

Within the first 48 hours:

1) Schedule a welcome call – You may want to add your sponsor or a team leader on your 1st few welcome calls. Earn while you learn.

Example: "Hello Heidi, I'm excited to get on this call together to make sure you get off to a great start. I'm pretty new to this & I don't want to miss anything, so is it OK if I bring my friend Kari on the call to help guide us both?" If they say "sure" then just 3 way your "expert" onto the phone call. If the phone isn't a way they like to communicate, you can always "send" these Q's.

CUSTOMERS: Review their Launch Guide with them.

- What are their health goals?
- How will it feel to achieve these goals?
- Are they aware of the resources to help them?
- Do they want any additional help from you?

BUSINESS PARTNERS: Review their Launch Guide with them.

- What are your business goals? Short term? Long term?
- How will your life look when you accomplish these goals?
- What could you see that might hold you back from reaching your goals?
- At what pace do you see yourself building your business at? A walk? A Jog? A Run? or a Full Out Sprint? You can change your pace at any time.
- Do you understand the 4 step system? The video's and PDF's are located at TeamVealife.com/training
- Do you want me to help keep you accountable to your goals?
- **Save the Date for the next training event. Either online or offline.**
- Help your NEW SBP's schedule their business "launch party." This could be online, through social media, through a personal group zoom meeting, or in their home..

And also a bulk buying program available to retailers/clinics/gyms/coaches, etc.

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