

# Getting Started Checklist Launching a New Consultant 90 Day Plan

## NEW CONSULTANT INFORMATION

Name: <input style="width: 90%;" type="text"/>	Start Date: <input style="width: 90%;" type="text"/>
Telephone: <input style="width: 90%;" type="text"/>	Consultant I D: <input style="width: 90%;" type="text"/>
Mailing Address: <input style="width: 90%; height: 40px;" type="text"/>	Email Address: <input style="width: 90%; height: 25px;" type="text"/>

## GETTING STARTED

- Have your new consultant listen to the Introduction Webinar and the Getting Started Webinar
- Have your new consultant print the Glossary of Terms and the Cover Sheets in the welcome section
- Have your new consultant print the Getting Started Action Worksheets

## MEET WITH YOUR NEW CONSULTANT WITHIN 24 TO 48 HOURS

- Have them bring their completed Getting Started Action Worksheets and a binder with index pages
  - Sign up your new consultant
  - Help them place an order for personal products (RSVP), product tools for presentations, and any additional business aids outside of the Consultant Starter Kit
  - Review the 100 Name List to identify people they will contact to host a presentation
  - Review their “why” document to understand their “why”
  - Review the “who” for the names of their dream team to contact for a Discovery/Business Interview later in their 30 day launch month
  - Set up their control book
- |  |  |
|--|--|
| <input type="checkbox"/> Send your new consultant home with the following assignments:   | <input type="checkbox"/> Listen to “Conquering the Dreamstealers”<br><input type="checkbox"/> Go through the Scheduling Module   |
| <input type="checkbox"/> Schedule a call to answer questions within 24 hours<br>During your scheduled call, role play if necessary to help your new consultant feel comfortable when calling to schedule presentations | DATE: <input style="width: 100px;" type="text"/> TIME: <input style="width: 100px;" type="text"/>  |
| <input type="checkbox"/> Give your available dates to your new consultant for their parties/presentations. Be sure to include the date and times of local meetings, conference calls and events.                       | Tips: <ul style="list-style-type: none"> <li>3 presentations a week is the best way to learn!</li> <li>All presentations should occur in the same month.</li> <li>Focusing on a new consultant during the first 2 weeks or last 2 weeks of the month gives you 2 weeks to focus on your business.</li> </ul> |
- Give your new consultant the assignment to schedule six presentations and in-person hostess coaching appointments with hostesses

## WHEN YOUR NEW CONSULTANT HAS SCHEDULED 1 PRESENTATION:

<input type="checkbox"/> Have your new consultant call you with each party/ hostess coaching date they schedule so that you can put it on your calendar.	
<input type="checkbox"/> Schedule a strategy meeting the day after their first party/presentation	DATE: <input type="text"/> TIME: <input type="text"/>
<input type="checkbox"/> Give them the assignment to do the Hostess Coaching Module	
<input type="checkbox"/> Schedule a time for a call to review and answer questions about hostess coaching	DATE: <input type="text"/> TIME: <input type="text"/>
<input type="checkbox"/> You will accompany them to one hostess coaching appointment	DATE: <input type="text"/> TIME: <input type="text"/>
<b>THE 1<sup>ST</sup> PRESENTATION</b>	
<input type="checkbox"/> You will do the first party/presentation for your new consultant	
<input type="checkbox"/> Give your consultant the assignment to bring a 5x 8 file box and index cards to the strategy meeting.	
<b>AFTER THE 1<sup>ST</sup> PRESENTATION – THE STRATEGY MEETING</b>	
<input type="checkbox"/> Input the orders for their first presentation – teach them how	
<input type="checkbox"/> Go through the business kit and give them a checklist from the Presentation Module to put together their bags/tools	
<input type="checkbox"/> Set up the follow-up system for new consultants – review each guest and discuss the strategy for follow-up	
<input type="checkbox"/> Review how to become a district manager, class results, and set goals for promoting (Use Ready-Set-Goals/Batting Average Worksheets and How to Build A District Packet)	
<input type="checkbox"/> Give your new consultant the assignment to:	<input type="checkbox"/> Listen to “The Anatomy of a Successful Presentation” webinar within the Presentation Module and review the worksheets.
<input type="checkbox"/> Have them prepare their introduction and Why-Story and Why-Bag	
<input type="checkbox"/> Schedule a call to review their introduction and Why-Story before the 2 <sup>nd</sup> presentation. During this call, help them refine and power up their stories.	DATE: <input type="text"/> TIME: <input type="text"/>
<b>The 2nd PRESENTATION</b>	
<input type="checkbox"/> The new consultant should be prepared to give their Introduction and Why-Story at the 2nd presentation	
<input type="checkbox"/> The new consultant should have presentation supplies packed and ready to bring to the 2nd presentation	
<input type="checkbox"/> New consultant should:	<ul style="list-style-type: none"> <li>• Bring all presentation supplies</li> <li>• Do Sea Salt Scrub / Guest Connection</li> <li>• Open the presentation with their introduction</li> <li>• Close the presentation with their Why-Story and Why-Bag</li> </ul>
<b>AFTER THE 2<sup>ND</sup> PRESENTATION</b>	
<input type="checkbox"/> Give them the assignment to input orders	
<input type="checkbox"/> Schedule a call to discuss follow up strategy	DATE: <input type="text"/> TIME: <input type="text"/>
<input type="checkbox"/> Give your new consultant the assignment to watch the remainder of the Presentation Module to prepare to do the entire presentation	

### THE 3<sup>RD</sup> PRESENTATION

At the third presentation the new consultant does everything! You will be there as the safety net. You must go!!

Observe your new consultant in order to provide constructive feedback

### AFTER THE 3<sup>RD</sup> PRESENTATION

Schedule a call to discuss follow-up strategy, provide feedback, and to give them their next training assignment

DATE:

TIME:

Give them the assignment to go through the Opportunity/Sponsoring Module

Have them schedule, if they haven't already, 2 or more Discovery/Business Interviews

### THE 4<sup>TH</sup> PRESENTATION

Attend 4th presentation with new consultant

Observe your new consultant in order to provide constructive feedback

### AFTER THE 4<sup>TH</sup> PRESENTATION

Attend Discovery/Business Interviews with the new consultant and guide them through this process in order to help them sponsor new consultants

Help your new consultant launch new consultants

Give your consultant the assignment to go through the Follow Up Module

### NEXT 30- 60 DAYS

Work with new consultant to launch those sponsored in first 30 days going through each step above. If you haven't sponsored someone yet with your new consultant, work now to sponsor someone

If you haven't sponsored someone yet with your new consultant, work now to sponsor someone

You will do the 90 day plan with your new consultant and their new consultants

### NEXT 60 - 90 DAYS

Review the Ready-Set-Goals/Batting Average worksheets with your new consultant for 30-60 day interval

Coach all in areas that they need to improve