

First 30 Days

RECRUITING | SALES | LEADERSHIP



*Heartfelt*TM
network marketing

*You don't need anyone's permission to be a **success!***

Shauna Ekstrom

Action Guide



First 30 Days

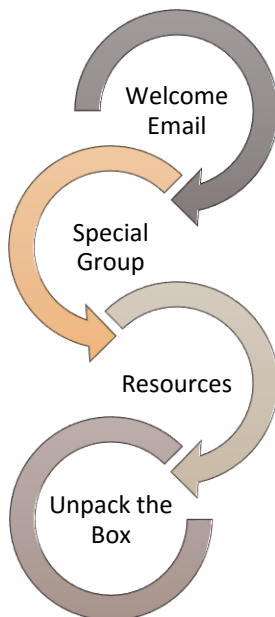
Why are the first 30 days important?

In the first 30 days you are establishing a connection about how the client is going to feel about the product or service you provide. You are making your story. You want to establish a connection by finding the medium that works best for your client.

What medium works best for you?

- Email
- Phone
- Texting

As you enroll new clients how can you make them feel secure and welcome?



Use the next page and answer these questions:

1. What system can you use to create a welcome email?
2. What platform could you create a secret group?
3. What resource can you share with them to get about your service or product?
4. Take the time to go through the “unpacking of the box”. How can you implement this?

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The Dawn of “Heartfelt” Network Marketing



What system can you use to create a welcome email?

What platform could you create a secret group?

What resource can you share with them about your service or product?

Unpack the Box...
How can you implement this?

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When people see results within 30 days it builds the excitement and the client can't wait to share the word.

If failure happens within the first 30 days ... **press RESET and start a new 30 days!** Tomorrow is a new Day One.

Track your success. Write it down. You want to look back and see how far you have come.

Follow Up

We use a follow-up system called *5 Touches*.

5 Touches

Touch #1 Send a product, product video, opportunity video and connect via phone.

Touch #2 Review products, opportunities and potential discounts.

Touch #3 Schedule a 5-day appointment to review results to-date.

Touch #4 Schedule a 14-day appointment to review results to-date.

Touch #5 Schedule a 30-day appointment to review results and celebrate wins.

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Auto-Responders

If you use auto-responders this can act like virtual coaching and is a powerful tool.

Accountability

Accountability is important to help the client feel pride about their achievement. What ways can you help your client “brag” about their achievement?

Think Ahead

Always be think ahead strategically. You want to duplicate your success and the success of your clients. Word of mouth marketing is critical.

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Your Challenge

Today is a new Day One. What can you accomplish in the next 30 days?

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