

The Team R&S Play Book! Let's gets you PAID ASAP

Mission: To get new UFO **Activated** and build **Base 10 (500BV)** customer within **2 months**



Focus on Result Producing Activities (RPA)

1. Use and Share Products
2. Share Business opportunity
3. Share Shopping Annuity
4. Attend and Promote Education by Buying & Selling Tickets (SECRET)

Getting Started Guide (48hrs - < a Week)

Critical Pointers: Go thru the entire GSG but ensure the 6-critical pointers are accomplished.

- 1) **Goals: How Much** per month, **Why** the amount (Financial & Time Freedom) and **When**.
 - E.g. Goal is \$5000/month, so as to have Option to work or Not to Work, by end of Dec.
- 2) **Tickets:** Promote and move the ticket to the next **Local Seminar** and **Convention**.
- 3) **Name list Categorizing:** In 5 minutes, list down 40 Names (used middle of GSG to fill it up and do not look at cell phone. Just names that come to mind).

Categorize into

 - **B – Business:** Entrepreneur, biz owner, looking for biz **OR** Someone who is sick and tired of their job, no time for family, etc.
 - **PW – Product Wellness:** Doctor, Personal trainer, Natural Path Doctor, nurse, Nutritionist **OR** Someone who has health issue or interested in Health.
 - **PB – Product Beauty:** Make Up artiste, Aesthetician, Salon / Spa owner, **OR** someone loves make-up and/or skin care.
- 4) **Events:** From item 3, you may see majority can benefit from **Wellness 101** (Important to raise Base 10 and new UFO to learn about our products to **overcome Autoship requirement** which takes effect in 2 ½ months), **HBP** (To find candidate to get **Activated**) and then **Beauty 101** (Typically only for Make-Up artiste etc.).
 - **Schedule 2 Dates for Each Event (Highly recommended 2xWellness & 2xHBP):** Why 2 dates, to eliminate folks that is not going to come or help. Invite for first date, if they are not able to make it or did not show up, then recommended the second date. If both the first and second date is not suitable, then ask “**How soon can we get together?**” First 2 dates are base on **New UFO timing** and last option of “How soon can we get together”, will be the **Guest Timing**. If they say no or life is too busy, then please respect their inability to come or help. Put them on recycle bins. **WHO’S NEXT?**
- 5) **Set Call workshop: Schedule 2 weeks before the event.** Call workshop is to help each other to gain confidence in calling and achieving great success in inviting as we can adjust each other approach to be efficient.
 - **Invite script: DON’T BE WEIRD.**
 - **HBP:**
 - **Direct approach (know their pain):** Hi John, I remember you mentioned before that you have NO time (PAIN) for your family. I recently established an online internet Franchising business and would like to invite you to my house for a **BUSINESS OVERVIEW**. What I do May or May not be for you, hopefully we can mutually help each other. Would you like me to reserve a seat for this Saturday 2pm?
 - **Indirect approach (Do not know their pain):** Hi John, I am expanding my online internet Franchise biz in (town or country you are building) and am wondering if you can HELP me to evaluate it. Would you like me to reserve a seat for this Saturday 2pm?

- **Wellness:**
 - **Direct approach (Know their health issue):** Hi John, I understand that you are looking to resolve your eczema challenges. I am opening up my house for a Wellness overview and am wondering if you would like to attend to learn. Would you like me to reserve a seat for this Saturday 2pm?
 - **Indirect approach (Don't know of any health issue):** Hi John, I am inviting a group of friends to come to my house for a Wellness overview. Would you be able to come and HELP ME EVAVLAUTE it?
 -
- **Beauty 101:** Hi Mary, I am opening my house for a beauty overview with some ladies, would you like to come and evaluate some amazing line of make-up products?

6) **Set 12 weekly 1-2hrs One-on-One Face to Face apt:** To complete the rest of GSG items. This is to hold New UFOs hand and stay with them for 90days to learn the art of unFranchise business and get them Results – **Get Activated and achieve Base 10 customers (500BV).**

- Review
 - All Basic 5 topics.
 - What is it?
 - 2 Min Commercial? My Why?
 - Result Producing Activities
 - Back Office
 - Etc.

Momentum

Daily 8 Steps: Fill up the Momentum Sheet (See Appendix A)

- 1) **Read Goals Twice a day**
- 2) **Read 15 min MA related material:** Can be product, powerline, or books
- 3) **Listen to ONE Audio** (UF Media or Backoffice)
- 4) **Use MA Products**
- 5) **Call 3 Person:** To set appointment, follow up or have coffee.
- 6) **Set 1 Appointment:** For Plan showing, Wellness, follow-up etc.
- 7) **Add 2 new Names:** From cold market, Social media (FB, Instagram, Twitter etc.)
- 8) **Call your senior mentor/sponsor or accountability partner**

6x6 Momentum: 6 weeks exercise to achieve ultimate Result Producing Activities **RPA**. Run every 6 weeks, break for one week and run 6 weeks again. This exercise is to create an Habit of doing MA on a Daily Basis. This is equivalent to our CEO JR's 90days Fast Track.

Weekly: Goal – Show One Qualified Plan & Sell One new product (First 90days)

- 1) **Coring:** Session to resolve Team challenges and at the same time, create team Bonding.
- 2) **Product webinar:** To continuously enhance product knowledge so as to achieve One to One marketing. Adding one product at a time to our household need to min500 BV / month.
- 3) **Attend team HBP / RPA Result Producing Activities**
- 4) **Submit Momentum Sheet:** Accountability with your mentor or partner.

Monthly: Goal – Sponsor One new UFO & Maintain Base 10 Customers (500BV)

- 1) **Attend Designated UBP:** UBP that team selected to support.
- 2) **Attend Local Seminar:** Buy 3 or more tickets

Quarterly: Goal – Sponsor Two new UFO & Generate 1500BV

- 1) **Complete Master UFOs:** Goal is to sponsor 2 new UFOs and generate 1500BV = 500 BV per month
- 2) **Complete Shopping Annuity Master Member (SAMM):** Goal is also to generate 1500 BV and buying online thru shop.com site, **USA min \$1500 / SG min \$1875** personally and Preferred Customer buying the remainder up to **min USA \$3000 / SG \$3875**).

Bi-Yearly 6 months: Goal – Growth Gauge = Tickets Buying vs Attendance

- 1) **Attend Regional Convention** (Singapore, Malaysia or USA Regional convention) **or District Rally** (for smaller States)
- 2) **Attend USA World Conference** (Feb, Miami) **and International Convention** (August, Greensboro)

Building Momentum Check List (Please mark X for task complete. Tally the score at end of week in the right Light Grey Box)

Distributor Name:

Week

	Monday	Tuesday	Wednesday	Thursday	Friday	Sat/Sun	Tally
1	<input type="checkbox"/> Listen 1 Audio below	<input type="checkbox"/> Listen 1 Audio below	<input type="checkbox"/> Listen 1 Audio below	<input type="checkbox"/> Listen 1 Audio below	<input type="checkbox"/> Listen 1 Audio below	<input type="checkbox"/> Listen 1 Audio below	
	<input type="checkbox"/> :	<input type="checkbox"/> :	<input type="checkbox"/> :	<input type="checkbox"/> :	<input type="checkbox"/> :	<input type="checkbox"/> :	
2	<input type="checkbox"/> Read Goals 2X	<input type="checkbox"/> Read Goals 2X	<input type="checkbox"/> Read Goals 2X	<input type="checkbox"/> Read Goals 2X	<input type="checkbox"/> Read Goals 2X	<input type="checkbox"/> Read Goals 2X	
3	<input type="checkbox"/> Read 15 - 30mins	<input type="checkbox"/> Read 15 - 30mins	<input type="checkbox"/> Read 15 - 30mins	<input type="checkbox"/> Read 15 - 30mins	<input type="checkbox"/> Read 15 - 30mins	<input type="checkbox"/> Read 15 - 30mins	
4	<input type="checkbox"/> Call Partner	<input type="checkbox"/> Call Partner	<input type="checkbox"/> Call Partner	<input type="checkbox"/> Call Partner	<input type="checkbox"/> Call Partner	<input type="checkbox"/> Call Partner	
5	Make 2 New Friends Daily						
	New Friends	New Friends	New Friends	New Friends	New Friends	New Friends	
i							
ii							
6	Call or Connect to New or Existing Prospect / Customer: (Can be accomplished by Call Workshop)						
i							
ii							
iii							
7	SET Appointment- Can be Social, Business or Product sharing (But Min 1 apt for Follow-up Appointment)						
i							
ii							
8	Order min 1 BV &/or IBV Product & from one Partner Store a Week (Indicate prod and BV or IBV value. Approx. is ok)						
BV							
IBV							
9	Present the Business Opportunity PLAN (Show min 1 Plan Per week - to a qualify personal prospect or SOMEONE or ANYONE)						
i							
ii							
10	TEAM Weekly Culture/NMTSS Events Attend (Also State other events attended, E.g. B5, TLS Overview, ISM, ECCT, etc.)						
	<input type="checkbox"/> Coring	<input type="checkbox"/> Product Webinar	<input type="checkbox"/> HBP/UBP	<input type="checkbox"/> Wellness	<input type="checkbox"/>	<input type="checkbox"/>	
11	Ticket Move to (Convention, Local Seminar, GPT, TLS Overview, NUOT, B5 etc.)						
	<input type="checkbox"/> Event/Name :	<input type="checkbox"/>	<input type="checkbox"/> Event/Name :	<input type="checkbox"/>	<input type="checkbox"/> Event/Name :	<input type="checkbox"/>	