

Strategy Session #2

Have this session before your new distributor signs up his first person.

The importance of the 200 Point autoship — The 200 point autoship is the key that unlocks the power of leverage in our business. It qualifies all our business centers to PAY! Trust the plan and the decision to get in with three business centers by keeping all three active from the very beginning. The Team Leg strategy depends on it, and duplication will prove its value. Review the product line and put together a “buy from your own store” selection of products. Then go to their autoship and set it up for their next shipment. Explain that they need to keep track of this or “set it and forget it.”

The Team Leg Concept — Teamwork makes faster success possible. Teach the Team Leg Strategy. By being a part of the team they will experience the power and practicality of building this way. It is critical for building excitement and momentum. Get feedback to ensure understanding. Help them place their first people and let them see this in action.

Enrolling Associates — Be present in person or by phone to walk them through it when they enroll their first distributors and PCs. Share the excitement and show them how easy it is! Refer to the link at <http://LeadersareLearners.com> for instructions.

Additional Resources for business growth — Guide them to more resources for the rapid growth of their business. Tell them about Tim Sales Professional Inviter CD set. Emphasize the need to watch the Brilliant Compensation video. Discuss in more detail how to answer objections that they have already come into contact with.

Tool Talk — Discuss what tools they are using and how they are using them. Focus on *Success From Home* magazine, Health and Freedom Newspaper, the Wellness Revolution, and the Comparative Guide. Explain the importance of letting the tools “be the message” while they are the messenger.

Usana Knowledge — Show them how to use “Ask Andy” and “Ask the scientists.” Sign them up for the Lifemasters CD on their autoship.

Review their Vision, Goals and Activity Levels — Be a mentor and coach. Talk with them more about their **vision statement**, their **goals** and their activity level based on their **activity tracker**. Rework their goals if necessary. Spur them on and encourage them!

Organization of their time and their business — Discuss how they can best use their time to build their business. Help them organize their files and use their daily planner to do what is most important in building their business. Review the online tax journal with them. Help them set up their Usana email address and website. Talk about ordering business cards.

Part of a TEAM — Build their confidence that they are not alone, but are part of a successful team, a team that cares about their success. Encourage them to meet their upline, to participate in training calls and events and to lean on their upline to help them. We are available to show the plan, to help make contacts, to train, to follow-up, three way calls, answer questions from potential partners... whatever is needed to help them succeed.