



# New Associate 1-2-3 Green Light Quick Start

## Welcome to the GO T.E.A.M.!

**BEFORE YOU BEGIN:** Visit <http://goteamsupport.net> to Sign-Up for the 1-2-3 Green Light 21-Day Game Plan eCoaching Program and the GO TEAM ViSalus Online Training Center.

**Step 1: Make a list of 100+ names.** Your list is your business plan and it should start with at least 100 people in your warm market (people that you know). You can list the persons name or the circumstance in which you know the person (i.e. Girl who works behind the counter at Starbucks). Highlight **10 FLAT TIRE FRIENDS**. (People who will come to your rescue at 3am on the Interstate if you had a flat tire – No Questions asked). Sort your list for the 25 most successful (**Reds**) and the 10 easiest. Make first 10 calls with the assistance of your success line sponsor. **The GOAL** is to expose 100 people over 21 days (minimum of 5 per day). 5-10 business partners, THREE for FREE & 10 Customers for Life is the expected outcome.

**Step 2: Make Auto-Ship Order.** Set up your **\$200+ Auto Ship Order**, which will include your “Body By Vi” program kit (\$49, \$99, \$199 or \$249) and your personal order. Personal use and sampling product inventory.

**Step 3: Set the date for your 1st two In-Home Challenge Parties.** Your informal opportunity meeting will occur in 48 hours with your **5 FLAT TIRE FRIENDS**, and your business launch opportunity meeting will happen within 7-14 days with others on your list. Invite a minimum of 40 people. 20 will confirm. 10 will show up. 3-5 will become Business Partners 8-12 will become customers. It's a numbers game. The more people you invite. The more people will show-up.

**Step 4: Sponsor 1st Associate in 72 hours.** Each new Associate should be placed on **1-2-3 Green Light Quick Start** as soon as they commit to building their business. TWO additional people on the Associate for Associate in 72 hours strategy, two levels deep, equals your promotion to Director.



**STOP:** Qualify your prospect by asking the following question: “If the money were right and it fit into your time schedule, would you be open to listening to some information on how you could make some extra money, without changing what you are currently doing?”

**YES-** 3-Way into Pre-Recorded Call, **NO-** Get as Challenge or Feed-The-Children Customer

**SORT:** Sort **PROSPECTS** from **SUSPECTS** with Pre-Recorded Sizzle Call: **(212) 461-2992 (3.5 minutes)** - When call is over ask the following question: “Based on what you just heard, on a scale of 1-10 how would you rate yourself? 10 being ready to build a business and 1 meaning you want take advantage of the “Body by Vi” Challenge and “Feed the Children” project?” **1-6** Get as Customer. **7-10** Schedule 3-Way with Expert

**SEND:** 3-Way is designed for **Expert to INVITE** Qualified Prospect to next event (**1pm EST Overview Call, BlogTalkRadio.com Presentation, LiveStream.com Presentation, Webinar, Challenge Party, Business Opportunity Meeting, Regional, National, etc.**)

**Step 5: 3 “Body By Vi” THREE for FREE Customers in 21 days.** Allows you to build customer base for repeat transactions and residual income. Repeat this each month.

**Step 6: Build a 1st Place T.E.A.M. of 10-25 Associates in 21 days.** The **New Associate 1-2-3 Green Light Quick Start** is designed to assist you with this 21-Day production goal. The Goal is to create a Success Story and make your business profitable within your 1st month; **Money Back, Rising Star Director, Regional Director & BMW Bonus**

**Step 7: COMMIT TO CONTINUOUS TRAINING** – Complete ViSalus Getting Started Training, Listen to Conference Calls, Attend Events with 2-5 guests and Sign-up for **FREE 30-Day Trial Subscription to the GO TEAM ViSalus Online Training Center. Register online at: <http://goteamsupport.net> (\$11 per Month after trial)**

- Attend Next Super Saturday Training in your Area or Online - (DATE: \_\_\_/\_\_\_/\_\_\_)
- Register for next T.E.A.M. Regional Training - (DATE: \_\_\_/\_\_\_/\_\_\_)
- Register for next ViSalus National Event/Leadership Training - (DATE: \_\_\_/\_\_\_/\_\_\_)

### Highly Recommended Reading

\* **Book:** Your First Year in Network Marketing: *Overcome Your Fears, Experience Success, and Achieve Your Dreams!* by **Mark Yarnell & Rene Reid Yarnell**, *The Wellness Revolution* by **Paul Zane Pilzer**, **Book:** Think and Grow Rich by **Napoleon Hill**, **Book:** How to Win Friends and Influence People by **Dale Carnegie**