

# NEXT STEPS



You've spent your time at Connect learning how to gather customers and build your business. Now it's time to put that information to use!

## STEP 1:

List the **VIP 10 connections** you are going to make this week:

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

## STEP 2:

What **Business Presentations** are you going to invite your VIP 10 to attend?

_____	_____	_____	_____
DATE	LOCATION	DATE	LOCATION

## STEP 3:

Inviting Your VIP 10

Reach out to your VIP 10 twice—once while here at Connect to let them know you'll be contacting them to discuss an opportunity, and then after you return to invite them to the BP.

**USE THESE SCRIPTS AS GUIDES.**

### *DURING CONNECT*

Hey \_\_\_\_\_, I'm so glad I reached you. I'm in Orlando this weekend at a convention for a 10-year-old company that is expanding nationwide. I'm going to be here another day getting all the information, but if this is as big as I think it is, we **MUST** get together as soon as I get back. Need to run now. Have a great weekend and I'll call you back when I know more.

### *AFTER CONNECT*

Hey \_\_\_\_\_, I've got some great news! This is way bigger than I thought. What are you doing Monday night? We must get together ASAP!

## STEP 4:

Personally enroll **two customers** and sponsor **two Associates** by October 31.

Complete VIP Worksheet on the back of this form

NEXT STEPS



VIP WORKSHEET

Your two personally sponsored customers

NAME

NAME

NAME

NAME

Your two personally sponsored Associates

= 4 POINTS

= 4 POINTS

NAME

NAME

NAME

NAME

= 4 POINTS

= 4 POINTS

= 4 POINTS

= 4 POINTS