

Onboarding & Strategy Call Outline

As soon as your new partner enrolls, send the [Getting Started video](#)

INITIAL CHECKLIST

Do you have the correct Feel Great link? office.unity.com

Have you joined the email list on feelgreat.training? This will give access to training calls, tools, etc.

SUCCESS FORMULA

1. Use the product. (Make sure they know how to use and can teach someone else how to use)
2. 10+ Customers.
3. Duplicate with 1+ partner per month.



12 MONTHS OF DUPLICATION

10 Customers

- ✓ Recoup Investment
- ✓ 10 Customers = \$250 (Free product + \$100)

MONTH	MONTHLY COMMISSION
0	RECOUP
1	\$500
2	\$660
3	\$880
4	\$1,435
5	\$2,375
6	\$4,305
7	\$7,895
8	\$14,453
9	\$27,387
10	\$51,573
11	\$97,127
12	\$180,999

WHO'S ON YOUR LIST?

Ask questions to help them build a strong list of 20+ people.

- 1) Who in your family has diabetes? Who would like to lose weight? Who is on meds? Who is low energy? Who is always complaining about how they look/feel?
- 2) Who are your neighbors? Who wants to see you win?
- 3) Who would be your dream partner? Who are the most influential people you know? Who is the most social person you know? Who is looking for a side hustle/career change? Who is underpaid/under-appreciated?
- 4) Who do you know that speaks _____? Who is an entrepreneur?

****SET EXPECTATIONS - We know many people may not be interested right away. That is ok. We aren't trying to sell people something they don't want, we are sifting for people who want this product/business.**

CRAFT A MESSAGE FOR SELLING 10 PACK

Example of a message:

"This is a shot in the dark... I'm trying to get in better shape and am doing this thing... I would love to do it with friends, would you wanna do it? Seriously, zero pressure. It's like \$5 per day and everyone loves it."

*Start sending the messages during onboarding. We want to coach them on common replies. (ie What is it? How much?)

Ingredients? etc.)

BUSINESS INVITES

- 1) Review List - Ask about the people. How do you know them? What advantage might they have in building this business?
- 2) Practice Invite - Select/build a script to book a meeting. Practice the script a couple times and rehearse common questions.
- 3) Make Invites - Pick the person on the list the new partner is *least* excited about to practice the first invite. Call and book a meeting. Repeat with other prospects on the list.

BOOK A FACEBOOK LIVE

Facebook LIVE is a great way to generate interest. The senior partner does 90% of the talking, the new partner is simply sharing their story and/or excitement for this protocol. Watch the [Jon Cox video](#) to learn the FB LIVE strategy.

FINISHING THE CALL

Use the remaining onboarding time to send messages, respond to replies, and make more calls to book meetings. Here's some next steps for the new partner to *complete within next 72 hrs*:

1. Continue growing list. Review FB friends, phone contacts, etc.
2. Continue the messages/calls/LIVES we learned during onboarding. Sell the 10 pack (or more) and book meetings.
3. Read the Social Media Training Guide and watch the video on how to get 1000+ followers.

"Let's check in with each other daily for the next couple weeks as you're getting started on your business."

NEXT MEETING (AFTER ONBOARDING)... Build a 90 day game plan

Fast Track – Ask for a commitment to do the following:

1. (SOCIAL MEDIA FOCUS) Post two videos a day for 90 days. **Post first videos within 48 hrs.** *Value videos only* until you get to 1,000 followers, then you can post your link, make sales videos and start going LIVE. Learn to reach out to followers, and sales to find partners.
2. (OFFLINE FOCUS) Make a list of customer/partner prospects and reach out with [scripts provided](#). Commit to at least 2+ invites per day, every day for 90 days. **Make first invites within 48hrs.**
3. (BOTH) All of the above!

Ask for a commitment. What does the new partner commit to do over the next 48 hrs - 90 days?

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