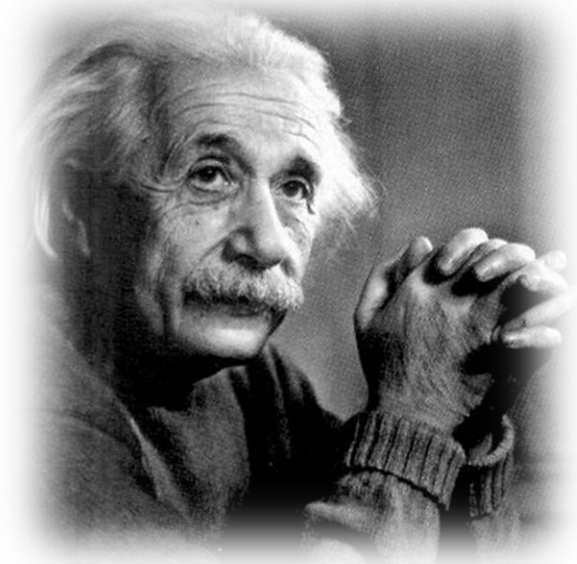




**OBTAIN THE BASIC SKILLS  
AND  
YOU CAN RECRUIT THROUGH ANY MAJOR**

# Not Rocket Science

- How do I approach a...???
- “Who cares”
  - Control, Stress and Fear
  - Stop Selling Pressure
  - Not Cocky or Arrogant
- Identify - needs, strengths and goals



# Creating Possibility List

- People You Know - (work, school, church, etc.)
  - TLS Success - (Weight Loss)
- Facebook - (People you use to know)
  - [www.facebook.com/lydialifeismysport](http://www.facebook.com/lydialifeismysport)
  - [www.facebook.com/tlsweightlosssolution](http://www.facebook.com/tlsweightlosssolution)
  - Past Distributor - (reintroduce)
- Twitter - (People you want to know)
  - @coachlydia
  - @tlsweightlosssolution
- Daily Activities

# Creating Daily Schedule (To Do List)

- People I will call - (New Contacts)
- Facebook / Twitter Post and Messages (15mins)
- Follow Up Calls
  - Recruit - next step is...
  - Product

Must Do's	Personal	Business
✓ Not Negotiable	✓ Taking Care of You	✓ Building to Your Dreams

# Business Support Tools

- Getting Started Guide
- TLS Weight Loss Solution Guide
  - Handouts
- [transitionslifestyle.com](http://transitionslifestyle.com) - ([tlsslim.com](http://tlsslim.com))
- Ticket To The Next Event
  - Promote and grow from event to event
- NMTSS
  - Know what trainings are going on in your area
  - UMOs - (TLS, Motives, Portal, nutraMetrix)
  - Specialized Trainings - (CTLC, Motives, nutraMetrix)

# SITUATIONAL

Step 1: Point of Contact - F.O.R.M.

Step 2: Approach - Collect Information

Step 3: Follow Up Call - Book Appointment

Step 4: Find Out About Them

- Share Information
- Address “Questions” or “Objections”
- The next step is...

Step 5: The next step is...Action Plan - Book Events

# APPROACH

- *Hey “Name”, Do you have a card? I’m expanding my business. I don’t know if you have the skills and qualities of the type person we are looking for or if you are looking or know the right people.*
- *Would love to sit down with you and get to know you more. Share with you what my company is and does. Depending on how you respond to the information will determine if we can work together and what your next step would be.*

# Social Media / Facebook

## Social is the Key

### Step 1: Engage

- Posting the right information - (what do you represent?)

### Step 2: Interested Person

- Ask the right questions

### Step 3: Share Information - (viral PDF)

- Discuss MONEY and Get Paid
- Schedule Initial Call

### Step 4: Get Started on a Product or Kit

### Step 5: Schedule Follow Up - (making them feel important

- Calls, Emails, and Text

# Social Media / Facebook

## Social is the Key

- Don't be a Social Deviant!
- Be Yourself
  - Don't think that you have to "become" someone different online.
  - Have a personality, but make sure it's authentically yours.
  - Talk and interact like you normally would and you'll be amazed at the results.
  - Socialize - strike up conversations.

# Social Media / Facebook

## Social is the Key

- Be Helpful
  - Don't be shy about sharing your expertise or pointing people in the right direction.
  - Just keep it in the frame of helping other people solve their problems instead of focusing on yourself.

# Social Media

## Possibilities / Twitter

- What makes social media “Twitter” unique is the ability to develop relationships with people you wouldn’t have had the opportunity to meet otherwise.
- People or activities of interest

# Social Media

## Possibilities / Twitter

- Because Twitter is part of Google's SEO, when you tweet with a # not only do you create a trending topic, but if you have followers "Retweet" your posting, that elevates your chances of being noticed by new people.
- Who to follow

# Social Media

## Possibilities / Twitter

- Spread the love.
  - If you want to generate legions of raving fans, talk about other people. Build them up. Share their stuff.
  - Retweet their posts. Online, sharers win.

# Weight Loss Success

Step 1: Approach

Step 2: Identify Why

Step 3: Share Information

Step 4: Create the Plan

Step 5: Next Step is...

- Ticket to the next event
- Book Event



# CALL LIST

Step 1: Decide whom to contact from your list

- Know desired outcome- 1:1, HUBP, Webinar, etc...

Step 2: Make the Call - Follow Easy Script<sup>®</sup>

Step 3: Set the Appointment

Step 4: Share Information – Engage

- The next step is...

Step 5: Follow Up - Answer Questions

- The next step is...
- Ticket to the next event

# SAMPLE CALL

- *Hey “name”, I thought of you the other day, so I thought I would give you a call. How’s it going?*
- *Can I get your help with something? (Or would you be willing to help me out?)*
- *Follow Scripts in “Getting Started Guide”*

# Summary

## Needs, Strengths and Goals

- Are you thinking about or looking to
  - replace your current income?
  - or just supplement it?
- What do you like / dislike about what you do?
- What are some of the things that you would like...
  - achieve in the next 2 to 5 years?
- Have you figured out how you are going to do that?

# Summary

## Needs, Strengths and Goals

- What kind of income are you accustomed to?
- Have you ever been self-employed or owned your own business?
- What kind of income would you like to make in the next 12-24 months?

### TLS Coach Candidate:

- Why do you think you would like to be a Coach?
- With becoming a TLS Coach do you see yourself
  - replacing your current income?
  - Or, just supplement it?

# Create Your Own Success

- Listen to Success, Read Success and Surround Yourself with Success
- Daily “I will” Statements
  - 5 Things I WILL do TODAY
  - Then DO THEM!
- World Class and Greatness Everyday
  - Stop Faking it - Follow it, Use it, Live it!!
  - Work Hard - Commit to out WORK EVERYONE
- Personal Responsibility – Daily Efforts



WEIGHT LOSS  
SOLUTION