

The Frog System

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Steps to Develop your Team

Don't make it about the business for the majority of people. they're already swimming in the water because they purchased products, and you're just turning up the heat a little at a time.

Step One

Invite them to call their best friend/sister, or that one person that does everything with them.

Step Two

Invite them to post and show them what it looks like

Sample post: so many of my friends have traded their energy drinks, daily soda, and starbucks for this right here. I'm so excited for the prebiotics in it, and am looking forward to losing the crashes, calories, and weight gain. who wouldn't love that??

Step Three

Make a list of 15-20 people you think would love this or really need it.

Step Four

Give a sample message for them and ask them to send 5. if they do it rapidly, have them keep going

Sample Message For Newbie: i'm not sure if you saw my post but i just ordered this gut health system that helped my friend have better sleep, more energy, and get rid of her sugar cravings. It's called plexus. have you ever heard of it before?

Sample Message For Existing Ambassador: I'm not sure if you saw my post but I have been using this gut health system and I've noticed less cravings, more energy, and I feel less bloated and better all around. It's called plexus. have you heard of it?

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Step Five

Teach them one step at a time how to use the system of send-share-invite

Step Six

Teach them how to start three way messages with anyone interested.

REPEAT. REPEAT. REPEAT. REPEAT. REPEAT. REPEAT.

Your Plus One!

Getting people to 3 starts with getting them one. List the people you will help add one new ambassador using the system:

Once they have one, you can ask them if they know anyone else that might want to take advantage of the sale and start with them? Once they have 2 you can then say "You know, if you get one more person started, you'll actually make \$300 in a special referral bonus. Let's help one more person get started!"

Even veteran leaders find themselves saying
"I've forgotten how to create silvers!"

It all starts with plus one. the problem is you are complicating it and looking for something new to get silvers.

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SILVER 6

SILVER 6 IS THE NEW SILVER! What if you cast the vision for every new silver to add another 3 and Silver 6 was your new standard. A silver who adds 6 this month makes about \$500! Once they get to 3 celebrate and focus on how they helped others. Let them know there is another referral bonus and offer an event, zoom, or help with more messages and share that if they get to 6, they will earn a total of \$500 this month.

WHO DO YOU HAVE THAT'S ON TRACK TO HIT 3 OR ALREADY HIT 3 THIS MONTH?

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"LEADERSHIP IS THE CAPACITY TO TRANSLATE VISION INTO REALITY."

EDWARD RICKENBACKERS

Developing To Senior Silver: Month ONE!

**IF YOU'RE TRULY FOLLOWING THE SYSTEM, WHICH YOU SHOULD BE, THEN YOU WOULD BE IN 3
WAY MESSAGES WITH THIS NEW AMBASSADOR AND THEIR POTENTIALS +
NEWBIES.**

You are looking for a potential silver under your new person to help them through the system.
You do this in the group messages so your new person learns the system as well.

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THE IDEAL

They sponsor 6-7 and they develop a level 1, with your help, to silver with 3-4 enrollments. Get to know their level 1's. They are learning by watching and doing. You won't have to do this forever. This is a part of launching your new ambassador.

Add 50 points to your team with each level 1 or 2 Senior Silver!

2 senior silvers is Gold!

5 Senior silvers is Sr Gold!

10 senior silver in Ruby!

15 senior silver is Sr Ruby!

ASK YOURSELF THIS QUESTION

"There is somebody that I have already sponsored that needs \$500 this month and I will not let this month go by without helping them make \$500! Who is it?" You have to sit and think about it. It's a problem solving, puzzle piece type of thing.

SAMPLE VERBIAGE FOR ENGAGING SOMEONE TO SHARE

SCENARIO #1: I was sitting here thinking about how great it's been to see you doing so well on the products. I know how much you love them and thought about how fulfilling it is to see that in other people. if i hosted a short 30 minute zoom for your friends about gut health, do you think you could invite 5-10 people? I could even send them a sample to mix up and drink while we are on the zoom together! what do you think? (They have great results and initially didn't mention or express any interest in sharing)

SCENARIO #2: I know you mentioned that you really wanted to get your products paid for! If i could show you a simple way to do that, would you still be interested? (expressed interest early on if they saw results or did a post and didn't get much response)

SCENARIO #3: I know you were in a hurry and we didn't have time to talk about this today, but i couldn't let the day go by without mentioning it. Most people know a friend or two who need this and I wonder if you just put it out there in a simple post, if we could grab some friends to do this with you?

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OR

ONE THING I FORGOT TO MENTION IS HOW YOU WILL BE 85% MORE SUCCESSFUL WHEN YOU HAVE SOMEONE DO THIS WITH YOU. WHO CAN THAT ONE PERSON BE? JUST SOMETHING TO GET HEALTHY TOGETHER... YOU KNOW SOMEONE YOU CAN HAVE FUN WITH, HOLDS YOU ACCOUNTABLE, AND TESTS THIS OUT WITH YOU. IF NOTHING ELSE, IT WOULD IMPROVE EVERYBODY'S IMMUNE FUNCTION AND GET YOUR FAMILY HEALTHY. WHO COULD THAT BE? YOUR SISTER, FRIEND, HUBBY, NEIGHBOR?

(Someone who just sign-up and you want to feed them through the frog system but you didn't ask them on the phone)

NOTES:

[illegible]