

FASTTRACK TRAINING

Distributor Name: _____ Distributor ID: _____

My Microsite : <http://www.advocare.com/> _____

Sponsor Name: _____ Sponsor Phone: _____

Upline Leader: _____ Upline Phone: _____

Distributor Support	1-800-542-4800 (7am-12am CST, M & T; 7am-10pm CST, W-F)
Product Order Line	1-800-882-4800 (7am-12am CST, M & T; 7am-10pm CST, W-F)
Fax Line	1-972-478-4501
Will Call Pick Up	8am-9pm, M-F; 9am-2pm, Sat.
Success School	Visit AdvoCare.com for registration & travel details
Rookie Bonus Call	1.888.760.7516 - 8:00 pm CST – Monday after pay period close

My Objective:

- Discount on Products 40% Discount \$200-\$2,000 / month \$2,000 + / month

Monthly Income Goal:

Month 1 : _____ Month 3 : _____ Month 12 : _____



STEP 1 : Organizing Your Schedule ~ 3 Events in Next 30 Days

Set up 3 events in the next 30 days to:

- ✓ Advance your discount to the top (40% discount) level
- ✓ Sell an advisor order and produce a retail profit (approx. \$900)
- ✓ Establish momentum in your business with product and business stories

Start Date: _____ Date 30 Days From Now: _____

Mixer #1 Date : _____ Time : _____ am / pm

Mixer #2 Date : _____ Time : _____ am / pm

Mixer #3 Date : _____ Time : _____ am / pm

*** Remember the 5 M's = More Mixers Means More Money***


STEP 2 : Organizing Invitations ~ Who will you share AdvoCare with?

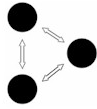
Who do you know that would be interested in losing weight, gaining more energy, maximizing a workout, or interested in generating additional income?

2 Minute Drill – See how many people you can think of in 2 minutes...

Name	Phone	Name	Phone
1. _____	_____	16. _____	_____
2. _____	_____	17. _____	_____
3. _____	_____	18. _____	_____
4. _____	_____	19. _____	_____
5. _____	_____	20. _____	_____
6. _____	_____	21. _____	_____
7. _____	_____	22. _____	_____
8. _____	_____	23. _____	_____
9. _____	_____	24. _____	_____
10. _____	_____	25. _____	_____
11. _____	_____	26. _____	_____
12. _____	_____	27. _____	_____
13. _____	_____	28. _____	_____
14. _____	_____	29. _____	_____
15. _____	_____	30. _____	_____

“At AdvoCare, you are in business for yourself but not in business by yourself”

- Take a moment and highlight 3-5 key contacts on this page that you would be the most excited to share AdvoCare with.**
- Schedule appointments with your sponsor to share AdvoCare with these key contacts to help support invitations to your 3 first events.**



Step 3 – Delivering Invitations ~ What do I say?

3(A) - Packaging Your Story:

- Your story is one of your most valuable assets... develop and practice it. Have your sponsor or up-line help you construct your story.
- There are 4 components to your story: 1) Where you WERE 2) What you DID 3) Where you ARE 4) Where you're GOING
- Your story should last between 30 seconds and 2 minutes and can be weighted toward product or business... some examples...

	Was	Saw	Am	Going
Products	drinking soda 40 lbs overweight	replaced soda with Spark did the 24 Day Challenge	dropped 17lbs took 5 minutes off my 5K time	drop another 20lbs running a marathon
Finances	low energy couldn't pay cc debt loved my job but had no time	went to a mixer / started products did an Advisor order began sharing with others	gotten 10 people started earned \$600 in 2 weeks averaged \$4000/mo. last 3 mo.	building a team 5K/mo by end of the yr help 3 people earn 5K/mo

3(B) – Handling Tough Questions:

- Regardless of what tough question comes your way about ingredients or anything else, the Bullet Proof Shield will protect you.
- Your response to ANY question you don't know is "I don't know about that, but what I do know is..."
- At that point, share any or all of the 4 Shield Components...

**1) Your story and story of someone else
3) Our Sci-Med Board**

**2) Professional unpaid endorsers
4) Money back guarantee**

Example:

Question: "So Joe, why is there xxx in Spark? And how does this compare to xxx that my friend takes?"

Answer: "Sue, I don't really know about that, but here's what I do know... I've been using Spark for 3 weeks and feel like I did when I was 20... and even my skeptical friend Bob swears by it daily, and he's dropped 20 lbs on the 24 Day Challenge too... Drew Brees is one of the best QB's in the NFL and he uses Spark, so I figure it's good enough for me... regarding ingredients, neither you or I are Doctors so fortunately Advocare's products are formulated by a sci-med board with over 250 years of combine experience from universities and hospitals like UC Davis and Yale... tell ya what, get started on the program and if you don't like it the products are money back guaranteed anyway, so you've got nothing to lose..."

Some thought and word choices to make appointment setting easy...

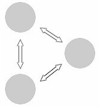
"Sara, I need a favor... I'm hoping you can set aside a little time for me to come visit you... I'd like to show you what Sam and I do... we operate a business from home that's based on referrals, and I'd like you to know what we do so that you can send people our way who might be a fit... it may or may not be for you, but I at least want you to know what we do... you got your calendar handy? By the way, my friend-colleague John will be with me... he's had a lot of success and is helping us get started, and can share certain components a bit better than me at this point. Don't worry, he's not pushy, he's cool, you'll like him..."

Wall Tearing Phrases (to help you schedule appointments)

This may or may not be for you... Keep an open mind... Do me this favor... As a friend... It's OK if you tell me "no"... I'm not gonna twist your arm, my goal is to give you the info... We'll give you the full buffet of options and you can choose if any are a fit ...

Additional Steps of Success

- ✓ Get to Advisor as Quickly as Possible – visit www.presentation4profit.com for options
- ✓ Set Up Your Website with Picture, Story, and Product Bundles
- ✓ Purchase additional copies of the Impact Magazine and Solutions For Your Success DVD
- ✓ Attend an Advocare Business Trainings & Upcoming Success School Events
- ✓ Request a complimentary DebtBuster program from AdvoCare Corporate
- ✓ Purchase a copy of the Charlie Ragus Notes on Success Program
- ✓ Plug into the Pay Period Bonus Award & Champions In Action Calls
- ✓ HAVE FUN = Be excited that you're doing something to improve your life!



Leader Guide – For Sponsor Use

New Distributor Profile

First Name : _____ Last Name: _____

Spouse: _____ Kids: _____

email: _____ Cell Phone: _____

Dist. ID: _____ Home Phone: _____

Distributor Objective:

Discount on Products 40% Discount \$200-\$2,000 / month \$2,000 + / month

Monthly Income Goal:

Month 1 : _____ Month 3 : _____ Month 12 : _____

Kickoff Events:

Start Date: _____ Date 30 Days From Now: _____

Mixer #1 Date : _____ Time : _____ am / pm

Mixer #2 Date : _____ Time : _____ am / pm

Mixer #3 Date : _____ Time : _____ am / pm

Significant Contacts:

	Name	Appointment Date	Appointment Time
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____

Notes:
