



Activate
BREAKTHROUGH

**SPONSOR'S
MANUAL**

CONGRATULATIONS!! You have enrolled a new team member and they are excited to work with you. What are the next steps and my responsibilities as a Sponsor?

ONCE YOU HAVE A NEW TEAM MEMBER

First things first, reach out to your new team member and congratulate them for starting their journey in Activate Breakthrough. Offer your support with anything that they need. Remember to make them feel comfortable about their new journey and that they will have support throughout the process. Let them know that you are connecting them on a three way chat with their business advisor.

Create the group chat between you, your new team member and the business advisor. Edify the business advisor to the new team member and let them know to schedule their call right after the high profit franchise course. Your business advisor will not be very active in the chat. They are in many group chats and are only there to handle escalated questions. Follow up in the chat to make sure your team member is completing the lessons and making their way to the Business Advisor Call.

SCHEDULING THE BUSINESS ADVISER CALL

Once they schedule their call, make note of when the call takes place. Make sure to follow up and that your team member is prepared and on-time for the call.

AFTER THE CALL

Get on the phone with your new team member. Discuss what works best for them and whether they're ready to get started. Work with the BA to get them the finances, documentation, and the next steps.

Be genuinely interested in your lead and their thoughts. Ask questions and wait for their responses.

Determine if they will submit their documentation immediately if their response is YES.

If they remain uncertain, you may need to inquire about any additional information they require or have your mentor/sponsor engage with them to offer further insights from a leadership/mentoring standpoint. By connecting with someone who has already achieved success and accomplished their goals in the business, you can effectively facilitate closing the deal.

ONCE THEY JOIN ENAGIC

Schedule a strategic discussion once Enagic has processed your new business partner's paperwork. We advise organizing a one-hour Zoom meeting to optimally initiate their journey.

Send them the following questions via email at least five days before your scheduled call, ensuring they have sufficient time to prepare thoughtful answers.

QUESTIONS:

What is your income goal for the next quarter?

What are your objectives for the upcoming 3, 6, and 12 months?

What amount of monthly earnings would substantially impact your life?

How many hours weekly do you intend to dedicate to your business?

Do you plan to primarily utilize Facebook ads, or do you already have a significant social media presence?

What are your plans for the income you generate, and how will this transform your life?

Who will benefit from your success, and what will be the effect on them?

What are you most excited about this year?

What self-limiting beliefs might be hindering you?

What are the main obstacles that could potentially impede your progress?

What is the message you want to share with the world?

What does your current morning routine look like?

What self-care practices do you commit to weekly?

After receiving their responses, confirm the strategic call and connect via Zoom.

Begin by applauding your newest affiliate for their decision to start this journey. Express your pride in them for taking control of their life and express enthusiasm for the promising changes ahead.

It's critical to manage their expectations from the onset to ensure they don't harbor unrealistic assumptions. Clarify that your role is to assist them in building their business, not to do it for them.

Ensure your latest affiliate is acquainted with the Activate Breakthrough platform, which will aid them in professionally expanding their business within their audience. Make sure they know how to access their Activate Breakthrough webinar links and encourage them to take advantage of the training available on this platform.

Introduce your new affiliate to your team thread, inform them about the Monday night team meetings, and ensure they understand the basics of the compensation plan. Moreover, motivate them to attain 4A status as soon as possible, keeping in mind that success tends to favor speed.

Assign simple, specific tasks to new affiliates, like creating a vision board, devoting 1-2 hours daily to the Activate Break Through business launch course, posting daily, and publishing a call-to-action post weekly. Check-in with them periodically during the first weeks to ensure they're on the right path.

Here is an overview of the ranks, with their first target being 4A; establish a timeline and let them commit personally and professionally:

1A: 1-2 sales

2A: 3-10 sales

3A: 11-20 sales

4A: 21-50 sales

5A: 51-100 sales

6A: 101+ sales

For individuals who've been with you for 2-6 months and have yet to reach their goal or need additional support, ask:

Why haven't they achieved their desired results despite seemingly doing everything right?

Here are some questions to gauge a person's level of action and help them identify which Income Producing Activities (IPAs) they need to prioritize to get results. These are great Key Performance Indicators (KPIs) to track weekly, ensuring that both you and those you're coaching are focusing on the right activities:

Over the past week:

How many call-to-action posts have you made? What is the total count of your posts?

How many videos have you shared online?

What's the total count of your ads?

How many leads have been generated through Activate Breakthrough?

Have you genuinely and respectfully shared your personal story?

How many pieces of written content have you produced?

What is the perceived value of your social media posts?

How are you expanding your influence, either through your existing network or through purchased ads?

How many new relationships have you fostered? How many discussions have you initiated?

What personal development strides have you made?

How many hours have you devoted to your business?

Which courses and trainings have you completed via the Active Breakthrough Academy?

Rate your confidence in the following areas:

Yourself, Network Marketing, Enagic, the Products, Active Breakthrough.