

**The following outline has been put together to illustrate how to do a successful Business Planning Session.**

**These sessions are extremely important in educating new team members as well as helping your new person launch their business properly.**

***The Business Planning Session should take between 30 and 45 minutes to complete.***

**It is recommended you do at least your first session with your upline Diamond or Enroller.**

**Make sure you follow along by asking the question and capturing your new team member's answers.**

**Questions:**

- Why are you doing this? / What do you want out of Valentus?
- Have you ever been in network marketing before / or ever owned your own business?

If they have been involved in Network Marketing before, ask them how they did, and if not well, find out why!

- How much money would you like to make on a monthly basis?
- How much time can you put into your Valentus business? (Hours per day / week)

If the above answers correlate and they seem serious.....

**Continue:**

- Are you able to attend all Conference Calls? (Tuesdays, Thursdays, Fridays, Saturdays and Mondays) Let them ease into this schedule. Again, the more serious they are, the calls they will plug into. At this point you are only Getting Commitments, regardless of what they are!

**Tools and Specifics:**

- Go over the "I Just Joined Valentus what's next" Email check list. **Review the 18 bullet points.** You should both pull it up on your computer together at the same time.

**How – To's:**

- **Discuss the "Big 4" + 1.**
- Discuss **the Contact Sheets** and how to use them. Get a commitment as to when they can have 2 to 3 sheets of 15 filled out. From there you'll work with them to categorize the list and cherry pick certain ones to call initially "together".
- Discuss the **importance of the Power Profile Sheets.** These are their Top 10 most successful individuals they know. These need to be filled out and emailed back to the enroller.
- Discuss the **importance of doing 3-way Calls.** After you categorize their list, Capture a Power Profile Sheet for any top quality contacts and complete 3-ways with these contacts first. Secondary contacts should watch the 4 Minute video or Pre-Enrolled before a 3-way call.
- Discuss **Monthly Loyalty Orders.** Each order is set up before the 25<sup>th</sup> of the month. Also qualifies to maintain rank and maintain accumulation of volume.
- **Discuss the Rotator** / placement of new people / pre-enrollees. Set the rotator to the common leg they came in on for the first 3 Independent Representatives sponsored.
- **Discuss the importance of sampling product.** Order team **sample cards** through RebelTools.xyz. This is a must have!
- **Discuss Initial video options for prospects.** ValentusCapturePage.com or our team Capture page should be ordered by Week 2 or 3 in the business.
- **Discuss the 12-in-24 Program.** 12 inches and/or 12 lbs or any combination thereof in 24 days by taking: 1 SlimRoast before breakfast, 1 Trim before dinner and 1 Immune before bed.

- Discuss **the importance of saying Less to More** People and let the tools do most of the work. Simply focus on determining “how soon can they get to your video for the information”.
- Discuss **your communication/partnership level**. People working to achieve rank will have a “running partner” that speaks with them daily. Get a commitment of your communication together.
- **Set up your Payment Options**. Either Direct Deposit (preferred) to get paid or ordering their Debit Card
- Point out the **training audios at the bottom of the initial emails received**. They will learn a lot if they listen to them.
- Discuss our **Rebel Team’s private Resource / Training web site**. [www.rebeltools.xyz](http://www.rebeltools.xyz) Give them the password at this time during business session.

**Always end your Business Planning Session with a definite time and date** to get together again where you both review their contact sheets, their Power Profiles and begin to make a few introductory phone calls to their contacts together with you both on the phone.