

WORKING WITH A NEW BUSINESS PARTNER



When you meet a potential partner, you should ask "Are you interested in learning more?" and if they answer: "Yes!" this is what you should do:

Send the candidate a link to the Coral Club website with more detailed information about the business and product.

Make a next appointment or the date of the phone call (it is better if the date is scheduled within the next 48 hours).

So it's time to call
And have the next
meeting!

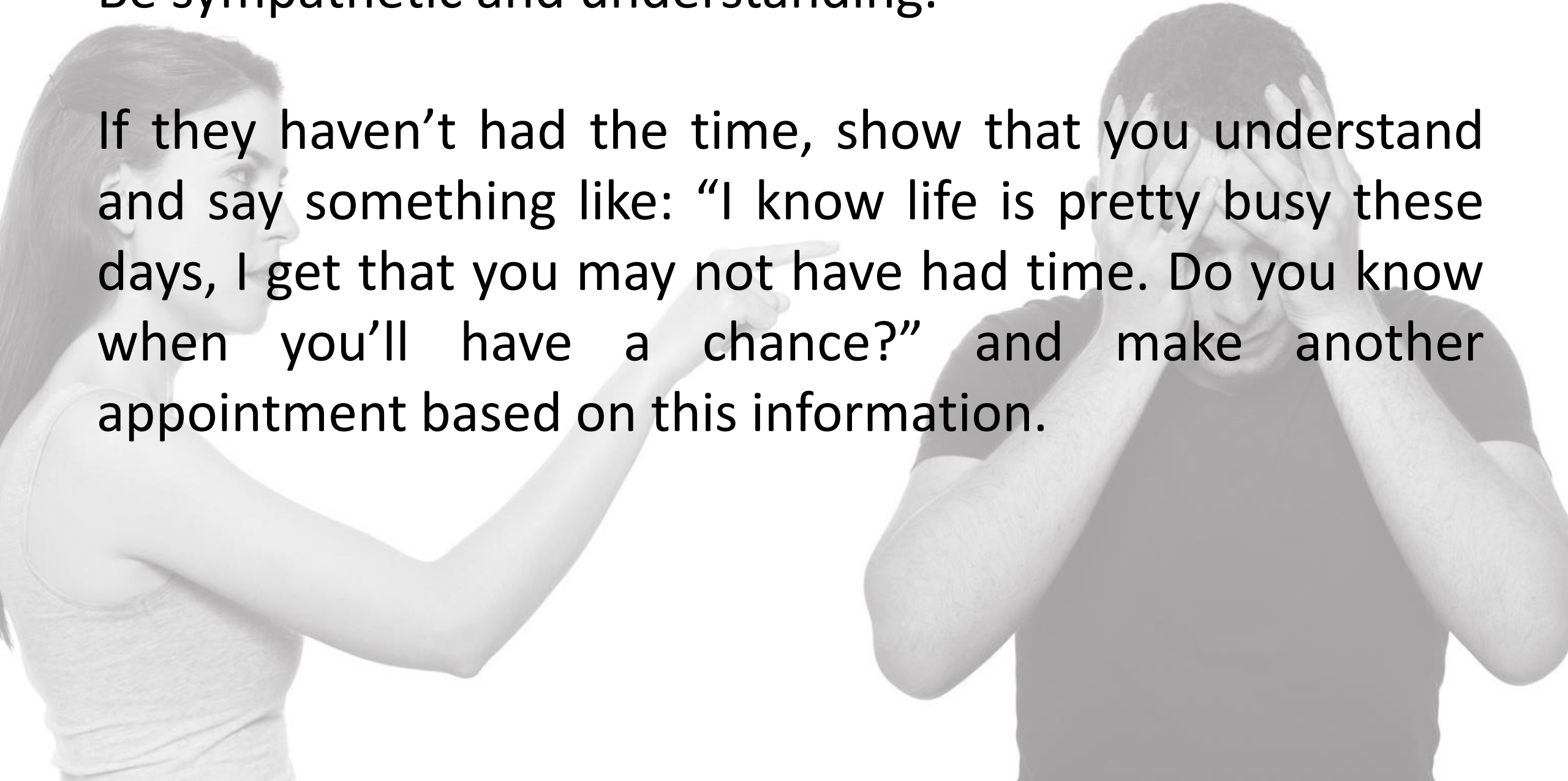


A few hours before the meeting, call and confirm that they saw the information.

If they didn't, give the candidate a second chance to study the materials. Unless they know the relevant information, moving on won't be helpful for them.

Be sympathetic and understanding.

If they haven't had the time, show that you understand and say something like: "I know life is pretty busy these days, I get that you may not have had time. Do you know when you'll have a chance?" and make another appointment based on this information.

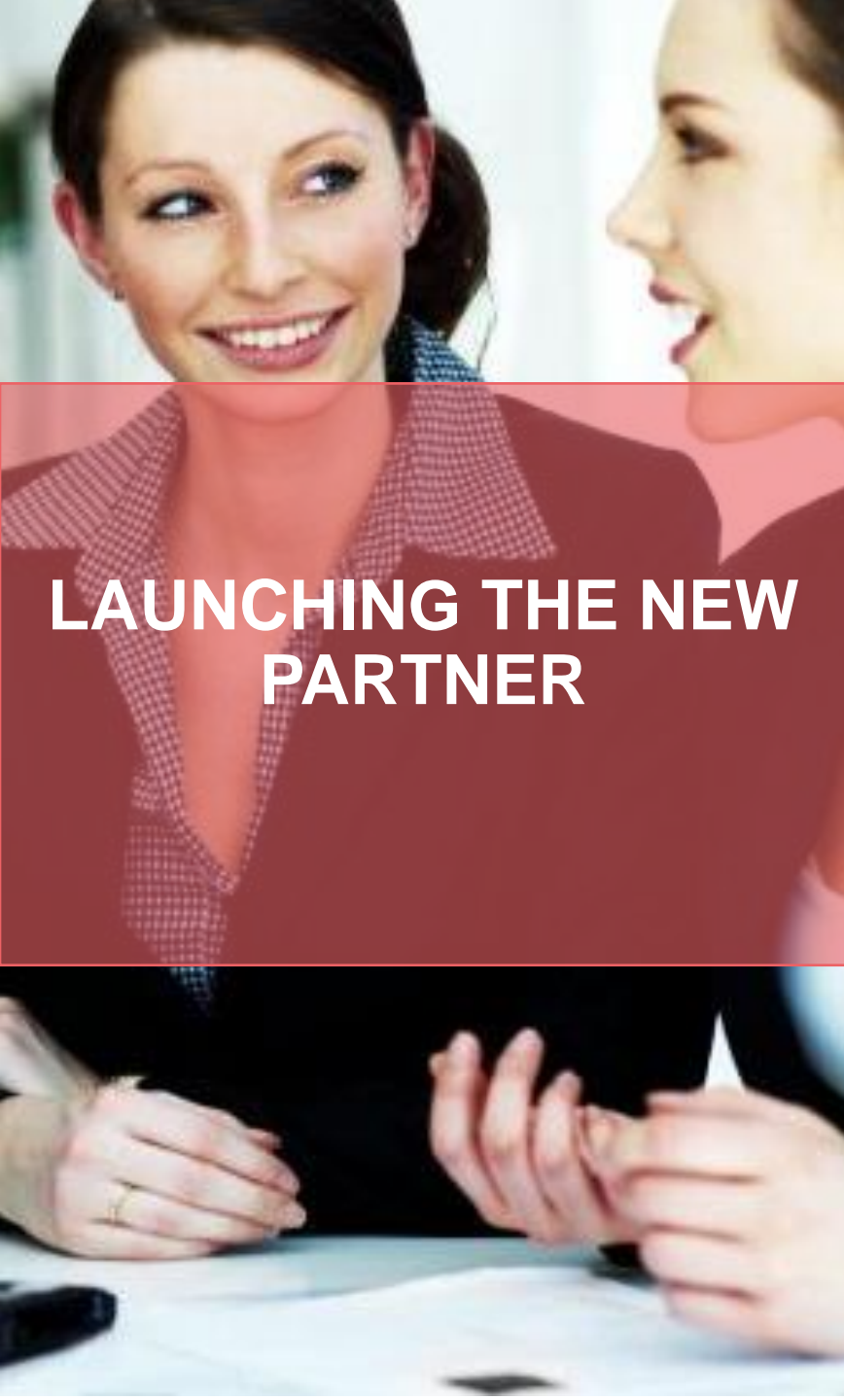


Remember the important 48 hours rule: keep the gaps between contact short, so the person does not lose interest or forget!

When a person answers the question: "Did you manage to see the information?" with a "YES!", ask: "What interested you the most? What did you like?"

Listen carefully to the answer. If you hear that a person has a positive attitude, interest, and enthusiasm in their voice, then go to the next stage.

This next step is registration as a distributor.



LAUNCHING THE NEW PARTNER

Help your new partner go through the registration. It's not a complicated process, but it's their first time. It's the beginning of their journey and it's important that they feel your presence and support.

The first thing your new partner should do is start using the product. Only after feeling the result and enjoying the products, the new partner will be able to promote them honestly and with confidence.

1. HELP THEM TO START USING THE PRODUCT

Make an appointment, where you will give details about the Company, the Concept of Health and the Coral Club Compensation plan. The CBA platform is a great place to start, invite them to start learning from it.

Also, connect your new partner to your structure's network through "chats". This way they get more of a feel for the company and the opportunities and successes.

2. TELL MORE ABOUT THE COMPANY, THE CONCEPT OF HEALTH, AND CAREER OPPORTUNITIES

Once they have studied the Compensation Plan, assist them in figuring out their goals. When they have the goals, work out what is required to get there and what skills they will need (See the training “My First Goal at Coral Club”). For example, “How many sales do I need? How many people do I need to register? How many meetings? Etc.” Discuss and write everything down.

3. DEFINE GOALS AND FORM FOR THEM A PLAN

Be an example for your Partner!

Remember:

If you don't make actively communicate with your structure, go to events, attract new partners and so on, they will be the same and struggle to succeed. Your every step is an example for them, so you need to show them how to achieve their goals.



Show the new partner how to build their contact list and give them advice. Remember how you did it!

4. TEACH THEM TO KEEP A CONTACT LIST



Be there when your partner makes their first calls for invitations, listen to how they talk and give constructive feedback.

5. TEACH THEM TO MAKE SUCCESSFUL CALLS

Help your partner conduct their first business meetings.

First, they should be present at the meetings that you host so that they can observe you. Then you can share the task of hosting meetings. Finally, trust the newcomer to host the meeting, you will simply be observing and providing feedback afterwards.

6. TEACH HOW TO CONDUCT BUSINESS MEETINGS



Invite your new Partners to events
(we will talk about this in subsequent tutorials).

7. INVITE TO AN EVENT

A photograph of two women in business attire sitting at a table, smiling and talking. The image is overlaid with a semi-transparent red filter. The text 'YOUR TASK' is written in white, bold, uppercase letters over the image.

YOUR TASK

1. Explore the additional material in the Successful Partner Workbook.
2. Make a plan get your new partners started.
3. Begin to perform actions on your plan!

