

cba

Partner Power

Nurturing New Business Relationships

coralclub



When you meet a potential partner and they express interest

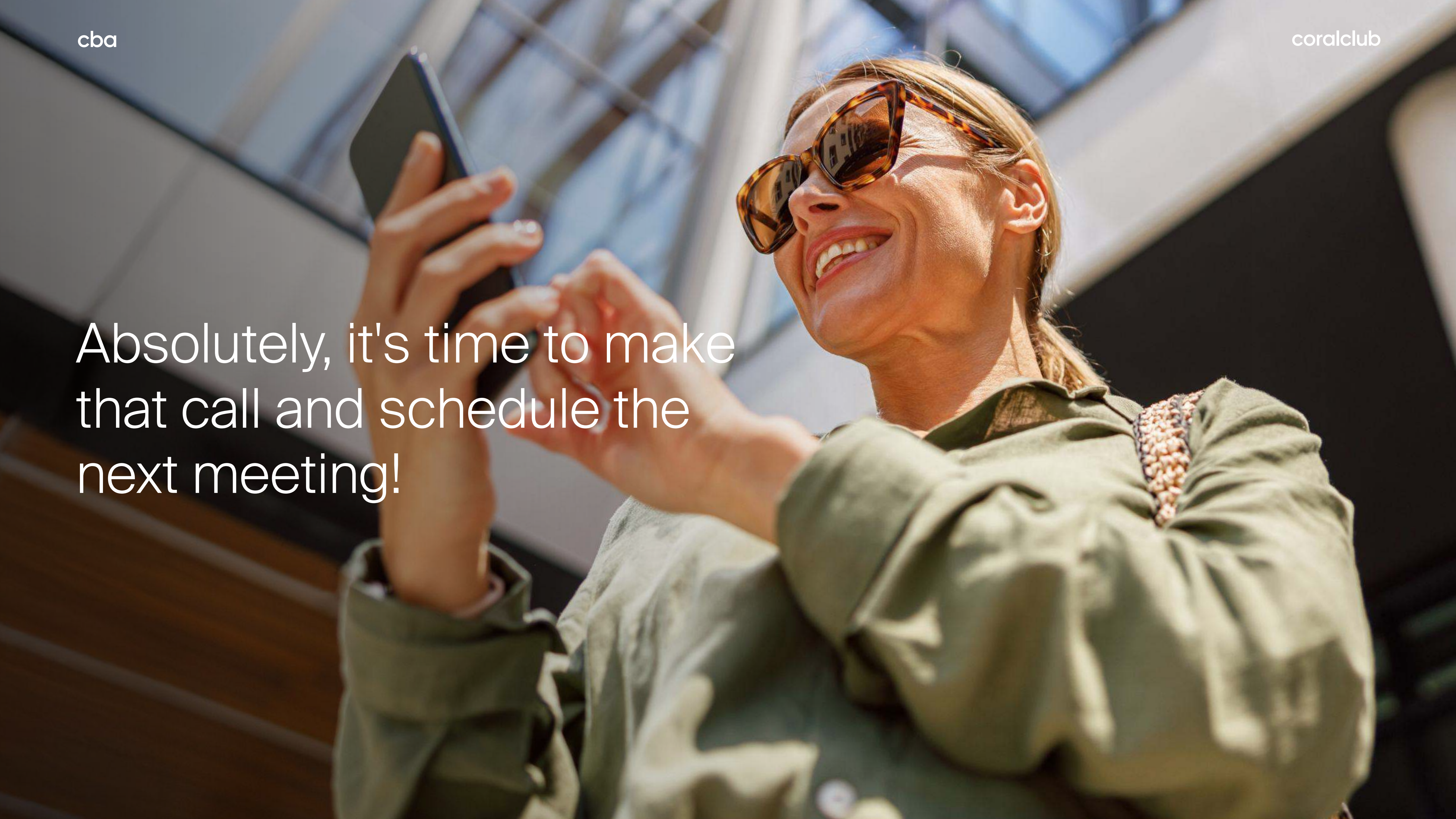
in learning more, follow these step

01

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

02

Schedule the next appointment or the date of the phone call. It's better if the date is set within the next 48 hours.

A woman with blonde hair, wearing tortoiseshell sunglasses and a green jacket, is smiling and looking at her smartphone. She is holding the phone with her right hand and has her left hand near it. The background is a blurred, modern building with large windows.

Absolutely, it's time to make that call and schedule the next meeting!

A few hours before the meeting, call and confirm that they've seen the information and have had a chance to review it again if needed.

Being sympathetic and understanding is an excellent approach. It shows empathy and can help build rapport with the potential partner. It also allows you to work together to find a suitable time for the next meeting, taking into account their schedule and availability.





The 48-hour rule is a good practice to maintain momentum and engagement with potential partners

Keeping the gaps between contacts relatively short can help keep their interest and prevent them from forgetting about the opportunity.

Engaging in a conversation about what interested them

the most or what they liked about the information they saw can be a great way to gauge their interest and enthusiasm. If they respond positively and express interest, it may indeed be a good time to move forward with the registration process as a distributor.



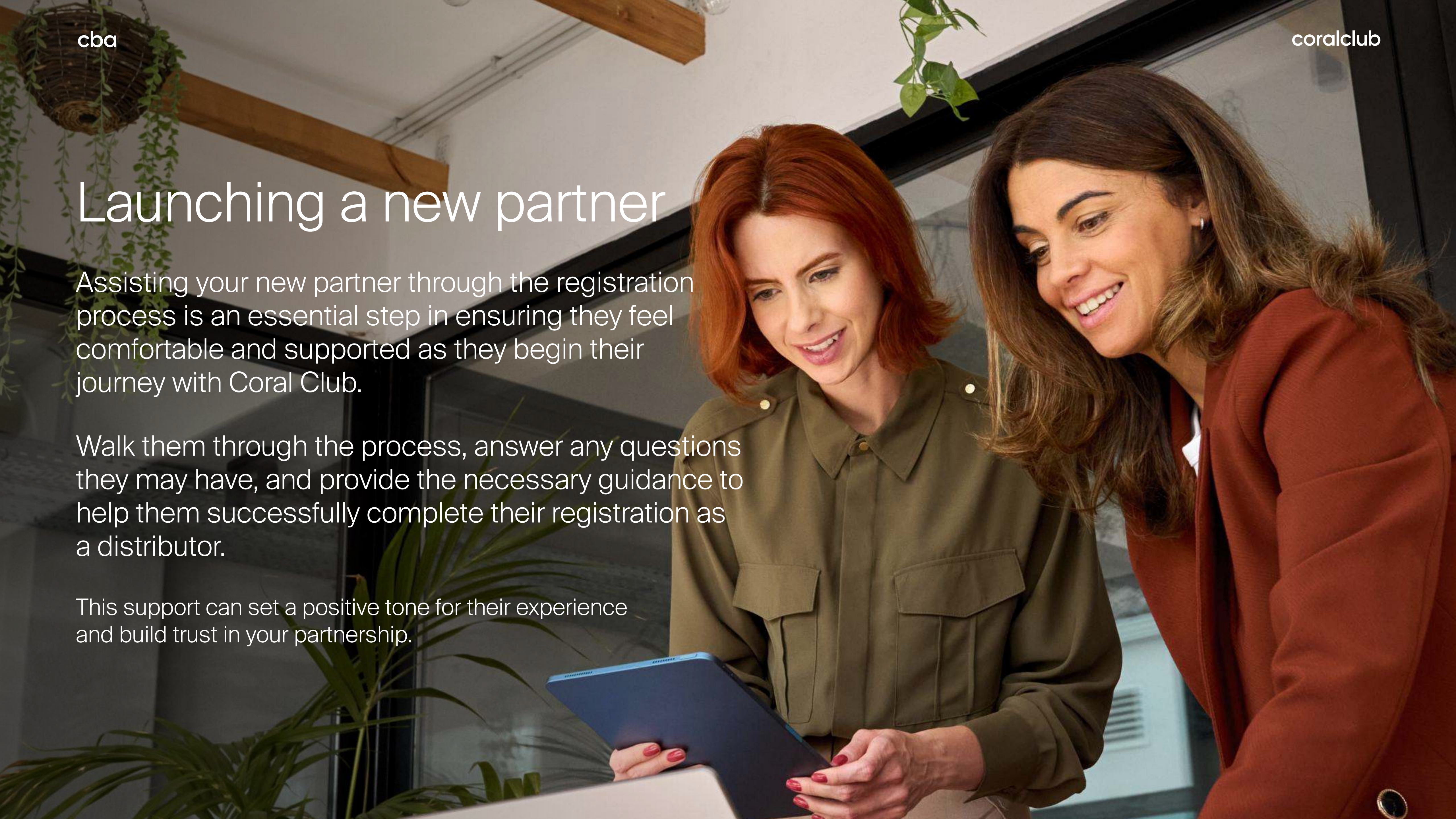
This step involves formally signing up to become a Coral Club distributor and start building their business.

Launching a new partner

Assisting your new partner through the registration process is an essential step in ensuring they feel comfortable and supported as they begin their journey with Coral Club.

Walk them through the process, answer any questions they may have, and provide the necessary guidance to help them successfully complete their registration as a distributor.

This support can set a positive tone for their experience and build trust in your partnership.



01

Help them to start using the product

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

02

Provide more information about the company, the concept of health, and career opportunities

Let's schedule a meeting where I can provide you with more details about the Company, the Concept of Health, and the Coral Club Compensation Plan.

The CBA platform is an excellent resource to begin your learning journey, so I'll invite you to start exploring it. Additionally, I'll connect you with our network through group chats. This way, you can get a better sense of the company, the opportunities it offers, and the successes achieved by our team.

03

Help them define their goals and create a plan to achieve them.

After your new partner has thoroughly reviewed the Compensation Plan, help them define their goals. Once they've established their goals, collaborate on a plan to achieve them, and identify the necessary skills and steps required.

For instance, consider questions like

"How many sales should be targeted? How many registrations are needed? How many meetings should be held?" Discuss and document all of these details.

Set a positive example for your partner!

Keep in mind that your actions speak louder than words. If you're not actively engaging with your team, attending events, and bringing in new partners, your team is likely to follow suit and face challenges in achieving success.

Every move you make serves as an example for them, demonstrating how to reach their goals.

04

Teach them how to maintain a contact list.

Guide your new partner in the process of building their contact list and offer them valuable advice.

Share your own experiences and how you initially built your own contact list. This practical insight can be immensely beneficial to help them get started effectively.





05

Teach them how to make successful calls.

Be available to support your partner during their initial invitation calls. Listen closely to their communication style and offer constructive feedback to help them improve.

06

Teach them how to conduct successful business meetings.

Assist your partner in conducting their initial business meetings. Start by having them attend meetings you host so they can observe your approach.

Gradually, share the responsibility of hosting meetings with them. Eventually, entrust them to lead a meeting while you observe and provide feedback afterward.

07

Encourage your new partners to attend events

(more on this in upcoming tutorials).



Your task

01

Study the supplementary materials in the Successful Partner Workbook.

02

Create an action plan to get your new partners started.

03

Start implementing the actions outlined in your plan!