



7 STEP

SUCCESS SYSTEM

1 Promote: Invite and market using the launch scripts, text message script, both offline & online. Use the social media strategy daily (Motivate, Education, Lifestyle, Edification). Refer to www.MomentumSociety.net for more social media training.

NOTE: BE SURE TO ALWAYS INCLUDE A CALL TO ACTION. FOR AN ACCELERATED PROMOTION USE TRIAL RUNS AND INFLUENCERS SHOUT-OUTS.

2 Expose: Allow people to see, hear or experience the products and services. Leverage 3rd party marketing tools, corporate video, webinar, marketing system, PBR's or live events.

NOTE: ALWAYS INVITE YOUR PROSPECT AND NEW ENROLLMENTS TO THE NEXT EVENT AVAILABLE.

3 Get A Response: Use the 5 question close script for customers. For agents use a 3-way call with your expert or the closing scripts for online and offline prospects. Always ask for the referral.

NOTE: THE FORTUNE IS IN THE FOLLOW-UP!!!!

4 Enroll: Use your website links to enroll your customer or agent. Use the appropriate link based off the need of the prospect to insure a quality enrollment.

NOTE: ONCE YOU COMPLETE THESE FOUR (4) STEPS YOU THEN HAVE FOLLOWED THE SYSTEM.

5 Services: Start your services and become a testimony. Become a product of the product to increase your confidence and posture.

6 Get Started Right: Get plugged in and play full out by using the system. Join our FACEBOOK groups: Financial Leaders of America (agent only) and Get Your Financial Lit Here (customers & agents). Create a binder with your training resources. This will accelerate your success and help you take your spot at the top.

7 Get Trained: Schedule and attend both virtual and live trainings. Get trained on the products, services and the systems. Use corporate and team websites and attend your weekly, local, regional, and national

NOTE: EVENT TO EVENT BUILDS BIG TEAMS AND BUSINESS!!!