

1. **Have attendees** have completed steps 1-3 on the Build Guide prior to coming
2. **Business Overview** – Choose your level of play
3. **Overview of Elite Factory** & 12 Steps to reach Elite
 - a. Steps 1-4, first 72 hours
4. **Introducing Pipes** – Turn up the flow on core activities daily - When you wonder what to spend your time doing, this is it! Sunday is your plan day for your week, adjust your plan each night before bed so when you have an hour - you don't use it planning, you are implementing!
5. **Getting Started Checklist**
 - a. Join 21 day challenge
 - b. Set up Mentor Call - right now!
 - c. Identify team weekly call & Facebook group – join and put in calendar
 - d. Schedule daily reminder to do 15 min of personal development - put in your phone and set a reminder
6. **Goal Setting**
 - a. Set 30, 90, 1 year goals - show how to break it down - start with 1 year income goal, break in half (6 month goal), break in half (90 day goal), divide by 3 (30 day goal). How does it feel? Adjust where needed.
 - b. Text a picture of your goals and WHY to your upline support
 - c. Home Assignment – Post goals by sink, bathroom & in office
 - d. Home Assignment – Journal Daily to clarify your WHY and insights on how to get your goal
7. **Elite Planner** – how to calculate how much you need to do - Get a realistic view of how much activity you need to meet your 30 day goal. Use for any rank.
 - a. Fill in Existing Events
8. **Prioritize your names list**
 - a. 4 sections for 100 names: Family, Friends, Community, Other/Business
 - b. Categorize your contacts: Customer, Sharer, Builder
 - c. Prioritize Builder Prospects - top 3 per section
 - d. Text Blitz - 30 min - Samples, One on Ones, Host Class - divide room into 2 groups, have them tally on big white board as they come in and give big prize to the group that wins, also prize for the most individual “no's”.
 - e. Continually Add to your list - one person a day to your list - what does that require you to do?
9. **Success Formula** – Daily Necessities
 - a. Overview PIPES
 - b. Schedule a time to work this in daily – how long would it take?
 - c. Choose an Accountability Partner
10. **Effective Inviting** – Explain & Practice
 - a. Product & Business Story – Then create yours
 - b. Share an Experience -
 - i. How do we share
 - ii. How can we always be prepared? Power oils, specific to needs, tools packed on you always
 - c. Invite to learn more – “If I, Would you?”
 - d. Remind them to come – Make your excitement specific to their need
 - e. Be Ready for Anything - practice teaching in 3 min, 10 min, 30 min - have oils and a-z...you can teach from that.
11. **How to Present** – explain & practice – intro story to before close - break into groups and teach the first page of the intro class in partners
 - a. Types of Presentations
 - b. Places for Presentations
 - c. Give Intro - Write out 3 sentence intro
 - d. State Intentions
 - e. Open with engaging question
 - f. Tell the Story of Eos – follow sheet/class in a box, simple, short, duplicable
 - g. Write top 3 health priorities – helps you close at the end
 - h. Intro Wellness Pyramid
 - i. Share products & experiences – 1 experience/product, short & basic
 - j. Invite guests to host a class – free keychain – calendar with dates, free product kits with Share Program
 - k. Intro Supplements
 - l. Enroll
 - m. Support
12. **6 keys to close** – use video - Practice
13. **Follow up** – time table for each step - have a system to track so you don't forget - phone, paper, calendar...doesn't matter, just use it.
14. **Placement Strategy**
15. **Mentoring Basics**
16. **Confidence Statement**