
BUSINESS *BLAST*

these tasks completed daily
will move your business forward >>>

20 mins - Make NEW CONVERSATIONS

Start with your **WARM LIST** - restart conversations and naturally and quickly mention the business. Your warm list could be family, friends, current/ex colleagues, followers you chat to etc.

AFTER your warm list the goal is to **find & connect** with **NEW** people similar to you or with similar interests and start a **natural** (non business) conversation...

- look at places of interest or local to you - e.g restaurants/hotels/family activities
find photos or look at the business page for the location
- find your 'ideal business partner' who has a larger following and engage with THEIR followers
- search hashtags (e.g areas/places of interest/generic types/groups of people)
- engage with all your new followers (or followers you haven't spoken to for a while)

Once you find someone - engage with their content - 'like & comment' and send a natural conversation starter DM / or reply to a story they've posted (ask a question)



USE THESE 20 MIN BLOCKS AS A GUIDE OR USE FULL HOUR TO WORK ON ONE THING

20 mins - Conversation & PIVOT to the Opportunity

The goal is to **have natural conversation** with the new contact and then pivot to mention the business/opportunity when it feels right (not too soon, not too late)

TIPS:

- ask open ended questions or use conversation which will likely get a response - not just a yes/ no answer or a double tap
- ask what they do for work if it feels right, they'll probably ask you back and that's your opportunity to mention the business!

EXAMPLES:

- by the way, have you ever thought about the travel business that I do?
- can see that you like staying in nice places like me, have you thought about the travel opportunity I'm part of?
- notice you xxxx have you ever considered the opportunity as a way to XYZ (have more time/earn around your busy life/travel more/travel better/earn more to fund the travel habit?)



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20 mins - Share Info, 3 Way Chat & Follow Up

Utilise various techniques/tools and more experienced reps to share the info!

- start with **40 second sell quick business overview**
- (ask your DIT/Director for example) & voice note it to the person.
- then once the person wants to know more or has questions about it - **if you are not yet a bronze builder** - create a group chat with your DIT/Director, do intros and let the person know that they helped you to get started/mentor you and they can share the full details of the business/answer any or all questions the person may have. **This is how you will learn to share the information, answer Qs and handle objections in the most effective way!**
- **If you are a bronze builder** and have more experience sharing the business - use whatever your mentor/DIT/director leads with - e.g a recorded video/a live opportunity call/website and create the 3 way chat after you have shared info/followed up and receive a response.

Don't forget to follow up 24-48hrs after the info has been shared, and **keep following up!**

People **OFTEN** change their mind!



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