



L'BRI
PURE n' NATURAL

Team Sponsoring with 3 X 5's

Would you like to influence team sponsoring?
You can make a difference with 3X5 cards!



When on coaching calls with Consultants or future leaders, even brand-new Consultants, here are some things you can do:

1. Ask them who they want to recommend as a Consultant: Customers, friends, family members, neighbors, people who could use extra income, would be fun to have on their team, wants something exciting in their life.
2. Ask for 2-3 names on every call. Who did they meet at their last Shows? Help them identify prospective Consultants: the hostess, the guests who bought the most and the least, the person who asked the most questions or seemed the most interested, even guests who didn't attend the Show. Also ask for 2-3 names of people they talked to when making customer care calls, socializing with friends, family members, Facebook friends.
3. As Consultants give you names, both you and the Consultant should write key information on a 3 X 5 card:
 - Consultant's name (for you)
 - Sponsoring lead's name and phone number
 - Lead's lifestyle – Do they work? Have children?
 - Help the Consultant identify a QUALITY about the person
 - How the lead might BENEFIT by becoming a Consultant
4. Consultants then arranges a 3-way appointment or call with their prospects. Refer to the *3-Way Opportunity Call/Presentation* training on how to do this effectively.
5. If Consultants are fairly inexperienced, you can make a 3-way call with them to help set a date for an opportunity appointment or “discovery” Show where they see what it's like to be a Consultant.
6. If this is not a good time for the lead to start with L'BRI, ask for a better time to connect again. If she isn't sure of a better time, file the card and contact her in 3 months. All lives change in 3 months.
7. After a few of these 3-way connections, Consultants will feel confident enough to do opportunity appointments on their own.