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| **New Distributor Follow Up**  Keep Interest, build belief, get them $$  **Set up weekly appointment** to call for accountability and guidance  **Set up PWS** and order business cards  **Start First Step Resource Guide**, show member center and Shaklee University  **Plug in to team training**  **Within 48 hours - Hold Planning Session**   * Go over Dream Plan, get WHY, goals, time frame, and target income/rank * Set up Direct Deposit * List and board names * 3rd party calling – invite to Grand Opening   **Make list of Names**/Phone numbers  **Go thru New Dist kit**, watch Welcome to Shaklee DVD  **New Distributor Welcome letter**/welcome to the team note/card |  | |  |  |  | | --- | --- | --- | | **New Distributor Follow Up**  Keep Interest, build belief, get them $$  **Set up weekly appointment** to call for accountability and guidance  **Set up PWS** and order business cards  **Start First Step Resource Guide**, show member center and Shaklee University  **Plug in to team training**  **Within 48 hours - Hold Planning Session**   * Go over Dream Plan, get WHY, goals, time frame, and target income/rank * Set up Direct Deposit * List and board names * 3rd party calling – invite to Grand Opening   **Make list of Names**/Phone numbers  **Go thru New Dist kit**, watch Welcome to Shaklee DVD  **New Distributor Welcome letter**/welcome to the team note/card |  |  | |  |  |  | |
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