

Create Curiosity

In person
Posting on Social Media
Goal to start a conversation

Conversations

Private
Goal to invite them to event or watch your personal video

Tools

Online zoom calls
Personal story recording
Book follow up date/time before event
Goal to share info to provide a solution to their need

Follow Up

- a. ready to join/order
- b. book 3 way
- c. more info
- d. not interested

3 Way Call

Goal to share additional info to provide a solution to their need
3rd party validation

Teamzy

Keeping track of everyone