

You have a NEW Team Member...NOW WHAT?

You might want to visit your Unit New Consultant page and pretend you are a New Consultant. If posted, review the New Consultant Checklist (may be called the Million \$ Checklist). It will let you know how to communicate and follow up with your Team Members.

We want to support you and believe the following process will do just that.

The following will help you while growing your Team:

1. Get the agreement (preferably online, but the paper one is fine).
2. BRIEFLY, talk about her NEXT STEP. "You will be receiving a Welcome Email from our Director with a link to the New Consultant Section of our website - it has some files, links and an audio file you will want to listen to right away. Write down any questions you may have. After you listen and review the information, there is a form to submit - submit it. There is a Checklist to print off that will walk you through your first 30 days, do you have a printer? I'd like to review it with you - when would be a good time?". Get a date/time.
3. Tell her to expect a Welcome Call from your Director and give her a condensed version of how INCREDIBLE our Unit is. Begin to give her a sense of Team Pride by connecting her to our Unit.
4. Tell her about her first Success Event/Training, time, date, location and attire. Suggest that she bring 4 - 5 guests (family/friends) to get their opinion of what she is doing and to see her get Pinned/introduced for the first time. Let her know how proud you are to have her on your Team and that you'll partner with her to meet her goals.
5. Follow up in 24-48 hours. "Did you listen to the audio/CD?". If yes, proceed. If no, set a date to call her back AFTER she is able to review the NC information. "Great, I will have _____ (Directors Name) give you a call today to answer your questions. Did you have a chance to print the Checklist?". If yes, walk her through it to be sure she understands everything available to her. Let her know she may submit for her prizes online.

6. Get her to a Local Meeting/Training or let your Director know if she is not local.

A word about ON LINE agreements

A favorite! It is in, it is on, you have a Consultant number immediately and they can get on and complete the first steps, get business cards, PCP enrollment and order their website - right away! Don't forget to mention she complete her Signature Look

A word about [Weekly Accomplishment Sheets](#)

If you do not currently use one, give it a try. Your Unit may recognize and reward based on submitted tracking sheets. You and your new Team Members don't want to miss out on anything earned for the sake of not submitting your results. Same goes for any forms on your Unit website. Help her see the importance from the beginning.

Congratulations AGAIN on building your Team. Is it your turn to go On-target for your Career Car, move into DIQ...or BOTH?