

Congratulations! You are now an Apriori Beauty Independent Consultant, Now what....?

1. Choose what you want to be... IC or RIB (set a goal!)
 - a. Share products with a few friends and family to earn some extra income – IC (independent consultant). Potential income \$300 - \$500/mo.
 - b. Interested in building a residual income business by sharing the opportunity and teaching others to do the same – IC – RIB (residual income builder). Potential income – unlimited!

2. Prepare a list of contacts
 - a. 50 names in 5 minutes
 - i. 5 friends
 - ii. 5 relatives
 - iii. 5 co-workers
 - iv. 5 neighbors
 - v. 5 church or social group contacts
 - vi. 5 contacts through your kids
 - vii. 5 places you do business – bank, hair/nail salon, doctor, dentist, weekly stops – grocery store, etc.
 - viii. 5 people who owe you a favor
 - ix. 5 people who love skin care (health & beauty)
 - x. 5 people who love to help you! Potential event hostesses

REMEMBER: Do not pre-judge! Share the opportunity with everyone!

3. How do you share Apriori with your contacts?
 - a. Invite to join you at an opportunity meeting.
 - b. Set up a coffee/lunch or anytime to meet one-on-one. Should be no more than 1 hour.
 - c. Host an meeting/event in your home.
 - d. Hand out samples and FOLLOW UP!

REMEMBER: Phone calls and meetings in person are key! Emails are not personal, they show no emotion or your enthusiasm.

4. Classify each person you talk to about the products & opportunity as either a 1, 2 or 3

1. Anyone interested in buying products – CLIENT
2. Anyone interested in starting their own business to earn extra income by sharing with friends and family – INDEPENDENT CONSULTANT (I.C.)
3. Anyone interested in building a residual income business by sharing with many people and teaching them to do the same – RESIDUAL INCOME BUILDER (R.I.B.)

~ Work closely with your 3's (should be 20% of your team and personally sponsored by you)

~ Support your 2's

~ Sell to your 1's

80/20 rule: Work 80% of your time with 20% of your team

Review your list regularly. Reclassify your team while monitoring each person's activity.

Help your 3's to promote to Manager level – this will guarantee their success and your success as well as build a strong team!

50 Names in 5 Minutes

5 Friends:

5 Relatives:

5 Co-Workers:

5 Neighbors:

5 Social Group/Church Contacts:

5 Contacts through your children:

5 Places you do business – bank, hair/nail salon, doctor, dentist, weekly stops – restaurants, grocery store, etc.:

5 People who owe you a favor:

5 People who love skin care:

5 People who love to help you!:
