

Alternative Health Marketing
Hat Write Up – Independent Representative

Steps to Success

- Every Day** - Do Income Producing Activities listed on the IPAs Sheet every day.
- Interested Prospect** - Follow the Member Coaching Activity Check-Sheet (it contains activities for Prospects).
- Immediately after Member Enrollment** - Follow the Member Coaching Activity Check-Sheet.
- One to three days after Distributor Enrollment/Upgrade** - Follow the Distributor Onboarding Activity Check-Sheet. Your new distributor will receive a congratulatory email from Xperience Transformation and you should receive a copy of same.
- Two to four days after Distributor Enrollment/Upgrade** - Follow the Distributor Onboarding Activity Check-Sheet. Send your new distributor the following items (best if pdf via email):
 1. Steps to Success Sheet
 2. Independent Representative Sheet
 3. Steps to Cost Sheet
 4. Steps to Goal Sheet
 5. Member Coaching Activity Check-Sheet
 6. Distributor Onboarding Activity Check-Sheet
 7. Order Form
- Three to five days after Distributor Enrollment/Upgrade** - Each new distributor should attend a training session. Arrange for two training sessions (1-2 hours) with the new distributor. You may group your new distributors into one training session. Remind new distributors to have at the training the session the items you sent them.