

FAST START GUIDE

Step 1

What is your e84? _____



"1, 2, FREE!" Get 1, 2, FREE Qualified.

WHY ARE YOU PROMOTING THE CHALLENGE?

What are your goals? What difference do you want to make? What moves you?

FIRST WEEK, GO EVOLV STAR 500:

Enroll 1 Elite Pack (500+ points) left and 1 Elite Pack (500+ points) right.

FIRST 4 WEEKS, GO EVOLV 2K:

Pay Team Volume of 2,000 points within 4 weeks.

WHY GO STAR?

- Earn More in Bonuses • Special Recognition
- Extra Fast Start Bonus (15%) on every order - for life!

12-WEEK GOAL: CAR-QUALIFIED!

Drive a Mercedes-Benz - compliments of Evolv!
12,500 Personal Group Volume (thru Nov. 10, 2011)



Important Websites & Numbers:

Corporate Website:	www.evolvhealth.com
Evolv™ Member Services:	(888) 280-9555
Sizzle Call Line:	(507) 726-3910
Daily Live Team Calls:	(507) 726-3270, Pin 33885 #
Team Websites:	www.teaminspirit.com www.share84.com
More Important Names & Numbers:	

Step 2: Help others start their e84 Challenge, too!

1 Your Top 25 List

Go to your cellphone: What 25 local people do you have the best relationship with? Think "Close Ties, Close By." Think e84 and Limitless™.

Who are you most confident and comfortable inviting? (see next page) -->

2 Pre-Party

Choose a date for your Challenge Party!

Most people want to see something at least **3 TIMES** (3 exposures) before they can accept a new idea or take action. So you want to ensure everyone you're inviting gets these 2 exposures before attending your Challenge Party:

- 1) The 5-minute message starts the process: **507-726-3910***
- 2) The message asks them to watch the videos on **share84.com**
- 3) Your Challenge Party will be their 3rd exposure.

3 Challenge Party

Mix it up! You're all in the kitchen, mixing shakes, sharing products, music in background, having fun! Have Limitless™ for everyone to take on arrival.

Transition to living room to watch the DVD, as you hand each guest the e84 order/application form.

- 1 • Welcome from Host or Leader on your team, then press PLAY on the DVD.
 - 2 • Share a few success stories.
 - 3 • Highlight 4 Key Points in closing*
 - 4 • Guests become new Challengers or Promoters. Book & announce the next party in area.
- "Thank you!"

Follow-Up• Sometimes a 4th exposure is needed; this is your Follow-Up. Get back with the people who did not enroll on the night, within 24-48 hours. If someone on your list can't attend your Challenge Party, you decide if you want to **"bring the party to them"** (also known as a **"Drop-Off"**) - bring products for them to try (always include Limitless™ - it's a high-impact performance product) and watch DVD..



* For more details, training & tips on how to do the Pre-Party and Challenge Party, go to teaminspirit.com/tools

Your Top 25 List:

What 25 local people do you know best?

Name:	Phone:
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It's so simple: just grab your cell phone. Look at your contact list. Make a list of 25 people who are local - think **"Close By, Close Ties."** Be sure to include on your list the people whom you are most confident will do the Challenge with you, and that you're most comfortable inviting. To expand your list, go to teaminspirit.com/memoryjogger.pdf



Step 3: Invite to Challenge Party

Keep it simple. Think: "be brief - be bright - invite!" This call is only a few minutes:

- "Hi, (name), it's (your name). Do you have a few minutes? I have something important I'd like to talk to you about!"

(Assuming the person has a few minutes)

- "Great! I will connect you to a message we'll listen to together – it's literally only a few minutes."
- "You might hear silence on the line for a few seconds, and if we get disconnected, I'll call you right back, okay?"

**NOTE: At this point, you will 3-way in to the Sizzle Call Hotline.*

*Most cell phones and landlines have this ability now. The number is **507-726-3910**.*

Let the person know, "If we happen to get disconnected, I'll call you right back".

- "OK, did you hear the name of the website?" www.share84.com
- "Do you have any plans (Tuesday night)?" (No...)
- "Great, I'm having a Challenge Party (Tuesday night) and I'd love you to be there! It's just a few of us getting together in the kitchen, mixing up shakes, and trying the products. We'll have Limitless™ there – a lot of people feel it in 20 minutes! It would be great to see you! Can I count on your being there?"
(If they already have plans, invite them to your back-up date.)
- "Great! It's (at my house/at my friend Ann's house, etc.) at (time) on (day)! This will be fun! By the way, is this the best number for me to text you a reminder? Great – see you then!"

That's it! Even with the "Sizzle Call" included, you should spend no more than about 7 minutes on the phone – and 5 minutes of that is simply letting the Sizzle Call do the work for you – remember, bright and brief!

If they ask questions, resist the urge to answer them over the phone. Instead say,

"It sounds like you're looking for more information? Great, you need to come over (Tuesday night) to check this out!"

Or, sometimes a person might ask, "What will I feel?" (regarding Limitless™) simply say,

"Just come over and try it and see for yourself!"

Week at a Glance Calendar:

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	9am-9:15am Central LIVE Daily Motivation Call 507-726-3270 33885 #				9am-9:15am Central LIVE Feedback Friday Call 507-726-3270 33885 #	10am-10:30am Central LIVE Team Training Call 507-726-3270 33885 #
					Commissions Paid! Week Ends at Midnight Central Time	



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