



Follow Up System

This is example verbiage!

Take the concepts and tweak it to make sure it sounds like you :)

Remember it's our responsibility to reach out to people and not for them to come to us. Make the mindset shift from:

- Pushy to professional
- Bothering to caring
- What others think to what's in it for them

No Answer

Give them grace and the benefit of the doubt. Everyone has "noise" in their life, so do not make up your own negative story. It's important to reach out a few times allowing a few days between each reach-out, and don't forget about people! Your goal is to get a yes or no. And remember, no's are normal!

If someone doesn't answer your invite:

1. Hey _____! How are things? I know how crazy life can get!
2. If still no answer after a few days: Hey _____. Don't hesitate to tell me no on this if it's not a good time or you're not interested :) I just thought you would (insert reason why you thought they would enjoy event/why you would like their feedback). No worries on my end if not!
3. Continue to connect with them on social media and start a conversation about something different down the road.

If your message is showing up as not read, try reaching out on a different platform. (Ex. They aren't very active on Facebook where you messaged them, but you see them on Instagram, so try messaging there).

After someone agrees to check out an event that isn't live (Facebook event or video):

1. In a few days reach out: Hey _____! I'm guessing you haven't had a chance to check out that event/video hey?
2. If they say no: No worries, when do you think you'll get a chance?
3. After time they told you: Hey _____! Were you able to check out that event/video?
4. If they still say no: No worries on my end. I'm not wanting to be a bug haha do you feel like you're not really interested or is now just not a good time?
5. If they say they are interested, keep following up with them. If they say they aren't interested: No worries! Thanks for letting me know :) If they say now is just not a good time: No worries! When would be a better time? Then make a reminder to reach back out to them at that time.



After they have attended event or watched a video

1. Thanks for checking it out/coming! Do you have any feedback? (If you invited asking for feedback) or What'd you like best? (if they were interested in product or business)

Ask lots of questions.

2. If they haven't told you no, ask a direct question like: Think it's something you'd ever try?

If they have a question or objection,

- relate to them with how you or someone else felt (feel, felt, found)

- ask clarifying questions "What do you mean by...."

- use third party tools like videos to answer questions

(thefreedomrevolution.com/faq -password revolution)

- start a 3 way message or call with upline (see how to on What to Do Daily tab on Team Bee website).

If they are interested in the product or business:

Help them get started right away!

If they are a no:

If you reached out to them about business and they are a no, make sure to ask if they are interested in trying the product. If they are still a no, add them to DYSL Facebook group and send this message: No worries! As a thank you for checking out the info, I've given you access to our private Facebook community with a variety of wellness value called "Design Your Sweet Life"! A good place to start is to read the pinned welcome post and check out a few of the posts/files to decide if it's a group you'd like to be apart of :) Also, ask them to keep you in mind if they know of anyone working on their health. Continue to keep in touch with them through social media and real life as people often come around!

If someone doesn't answer your follow-up question after an event:

1. Hey _____! Just wanted to reach out again because I'm trying to be all professional with my business and follow-up with people properly. :P I'm looking forward to your feedback because _____.

2. Don't hesitate to tell me no on this if it isn't a good time or you're not personally interested :) No worries on my end!

3. Continue to connect with them on social media and start a conversation about something different down the road.



If they say they want to get started but are no longer responding:

1. Hey _____! I just wanted to make sure you know I haven't forgotten about our conversation :) I'm excited to help you _____(insert reason they wanted to get started).
2. I don't want to drop the ball because I know you were excited about making these changes, so I'm wanting to be a good friend and follow-up. Has anything changed about you wanting to get started?
3. Hey _____! Just wanted to let you know that it's totally ok for you to let me know if now isn't a good time for you. No need for any weird vibes haha
4. Continue to connect with them on social media and start a conversation about something different down the road.