

Phone Team: Learn
What is Maximizing Growth
Monday August 16, 2010

Mannaquest...do not miss! Any new associate after Aug 12th gets early bird price

New Skin Care Website: <http://www.mannatechskincare.com/>

New Welcome Pack Website: <http://welcomekit.mannatech.com/>

ISKA Commercial Link: Look in the news on www.mannatech.com

Give for Real Road Shows with Sam Caster: San Antonio – August 19th,
Houston August 20th

1. The 4 Basics: Start with Making Your List
 - a. Critical for Phone Team...everyone must have a list
 - b. Each week it is equally important so schedule how to get new contacts
 - c. Basics to building a contact list
 - 1) have at least 2-300 people
 - 2) identify their needs (7 major areas...what is theirs?)
Why did you put their name on the list?
 - d. Goal is to find 4, show how they will meet their needs and then capture them on the Phone Team to build them to \$100,000 of income

2. 2nd Basic: Contact and Invite and that is truly what Phone Team is about
 - a. Be a Part of a Team
 - b. Make it duplicatable
 - c. Make it fun or there is no future

3. How does a Phone Team Work
 - a. Understanding the Purpose: get "YESES" for Meetings
 - b. Laying the foundation to introduce competition among Team
 - c. The white board to track
 - d. Call like Maniacs
 - e. Support team calls for those on Chicken List or new associates
 - f. Bring your list AND your appointment book for week
 - g. Goal: complete each week of appointments; get all new associates to the next Sunday phone Team
 - h. Why Sunday night from 6-8p.m.?
 - i. Break off to start your own Phone Teams when ready

4. Scripts to run with
 - a. See unglobal.info
 - b. What does a call look like?
 - c. What does HAM/BAM stand for?