

WWW.DAILYMENTORCALLS.COM **BACK TO BASICS LIST**

14-TWO HR TEXT REMINDER **WELLNESS CONSULT** 14-TWO DAY REMINDER **DID THEY USE SAMPLE 50 MENTOR CALL SYSTEM** 3-INVITE TO CLASS **ATTENDED CLASS CALL 3-RANK S-APPROACH** 9-TWO DAY FOLLOW-UP CONTACTED **8-SAMPLED** ENROLLED **4-CONTACT** NAME & PHONE **PRODUCT**

Call 3 - 1 point for each (female, has money/time/purpose/need, age 30-55, Into natural, has sales experience, social Influencer, supportive spouse Call 4 - IP=In Person, P=Phone, T=Text, E=Email, SM=Social Media

Call 5 - P=Product Approach, B=Business Approach

Call 8 - Write the date you sampled & then which product sampled