

Step 1 **Ask About Product Experience**

How has it been for you? What has changed? What did you feel?
Compare with the Vital Check / Performance CHECK (from the start).

Step 2 **Answer Questions** (Notes Next to the Products)

Step 3 **Opportunity List – Waiting List – Potential List – Name List – Contact List**

Create a book - this is your potential for business! Enter all contacts completely neutrally - ideally also the contacts of your partner, parents, etc.

1. How seriously do you take your business?
2. This way, you will never run out of contacts.
3. A "no" will be much easier to handle.

Guidance: Who do you know...

- ...who wants or needs to lose weight?
- ...who wants or needs a strong immune system?
- ...who does sports? Or watches it?
- ...who has room in their wallet?

Who do you remember from...

- Kindergarten
- School
- Apprenticeship / University
- Various jobs
- Hobbies

Create and fill out a TOP 10 list and use the checklist to think about with whom you want to build your business.

Fill out a contact form for your TOP 10 - Why exactly him/her?

(Motives, talents, reasons to praise; How do we know each other? etc.)

Collect important info and ask yourself: "What don't I know - what can I ask?"

(This is the basis for **GO**.)

Step 4 **Write Down Your Own EB and Send It to Your Sponsor**

(EB and OPPORTUNITY LIST are the two most important tools!)

Step 5 **Introduce Zoom Calls (MEZ):**

✓ Consultation & Co-Working	Monday	10:00 AM
✓ Teamcall	Wednesday	07:30 PM
✓ Big Germany Story Call	Monday	09:00 PM
✓ WhatsApp Info Group	Monday	05:30 PM

Access details can be found in the WhatsApp group description.

1. Participate yourself - get to know all formats and schedule them.

Step 6 **Cocktail Party / Live Event / Home Party**

Write down the next live events near you or organize one yourself at home with your sponsor.

Step 7 **Schedule the Next Zoom Appointment Within the Next 3-5 Days**

To drink your products for free as soon as possible.