

TEAM GRIT TRAINING MANUAL

Congratulations! Welcome to Rodan + Fields and Team GRIT! You're now a member of our team and a business owner to a respected global brand with one of the smartest business models on earth. Remember, this is YOUR business and it's all up to YOU to make it happen. All you need to do is tap into all the resources available to you, and start sharing what you have! You will find this document very handy when building your business, so be sure to save it so you can pass it down to new consultants once they enroll. Now, let's get you started quickly and help you earn back your investment and cash bonuses, and build the business of your dreams!

First Things First - Please Log into the New Consultant Get Started Website for Rodan + Fields Consultants. This has many resources you will need and want as you grow your business. Work your way through it over time <https://www.rodanandfields.com/getstarted/>

Team GRIT New Consultant Training Manual

CONTENTS

1. Set Expectations and Pulse.....	p. 2
2. Training through Intro 3 way calls with Dream Team List.....	p. 3
3. Products and Preferred Customers.....	p. 4
4. Creating Your Sample Packs (Mini Facials).....	p. 6
5. Launching Your Business - BBL.....	p. 7
6. Your Why and Story.....	p. 10
7. Daily Reaching Out - IPA (Income producing activity).....	p. 11
8. Facebook Posts.....	p. 12
9. Presenting the Business & Handling Objections.....	p. 14
10. Referrals and Opportunity Posts/Emails.....	p. 18
11. Promotions & Incentive Programs Explained (Fast Start).....	p. 19
12. Resources And Templates.....	p. 21
13. Important Numbers and Contact Information.....	p. 22
14. Daily IPAs (Income Producing Activity).....	p. 23

What Do I Do Next?

Your business kit will arrive in 2-3 business days - Open the box and start using the regimen and beauty tools as directed. You can check the Solution Tool to see which one you should start with. Make sure you ease into the products and read the directions in the brochure in the box. (Solution tool is located on your .com site)

Stay organized - Print this training manual for easy access and save it to your computer for easy access to links. Start a folder on your computer titled "Rodan + Fields" and start saving all important and useful documents there.

Follow the daily tasks – These are found at the end of the manual.

HOW DO WE GET PAID? - Your RF Payday card will come in the mail a week after you enroll with instructions on how to activate. We get paid once a month, somewhere between the 12th and 15th on your prior month volume. To set up

FAQ's - <https://www.rodanandfields.com/images/Archives/RF-Payday-FAQs.pdf>

How To Set up Payday Video - <https://www.youtube.com/watch?v=u19ffVxD39k>

1. Set Expectations and Listen to Training Calls and Pulse

To succeed in this business you only need 3 things!

Time - 8 to 10 hours a week carved into your days (some days you will work 15 minutes and others an hour or two).

Coachability -The more coachable you are, the faster you're going to go. Accept the system – you're going to fast. Deny the system – you're going to go slow. The system works and trust that you are on one of the best and fastest growing teams in the company for a reason!

Training -If you commit to the training, your business will grow fast. Listen to all training calls available to you in your spare time (washing dishes, in the car on a commute, during an evening stroll). All trainings are recorded, so you can listen to the recordings anytime and don't have to ever be on live. Also, you will be training with your sponsor, and you should be in touch on a regular basis...asking questions, picking their brains, etc.

Keep yourself dialed into these national training calls:

Sunday Night National Training for all consultants at 8:30pm EST Call:

Live Dial In: 712-432-0075 Code: 668998

Replay for one week: 712-432-1085 Code: 668998

Team Amped Up Monday Night call: 8:30 PM EST

Live Dial In: 805-399-1000 Code: 236255

Replay for one week:805-399-1099 Code:236255

Also, you should be added into the [NEW 2 TWO Training Group](#) for Team GRIT new consultants. Please reach out to your sponsor or closest Level V to have them add you since it's a "Secret" Private Group.

PULSE - Your pulse pro is your back-end management site to log into for your business. You can check your orders, your volume, your team, get training, marketing material, and pretty much anything and everything you need. My advice is to STAY OFF pulse for a while until you get some orders as it has a lot of content and it's a learn as you go process. If you want to log in, simply go to www.rodanandfields.com and at the top sign in with your email and password.

Then “Check my Pulse” and that first page (your pink dashboard) has some great icons to learn more! Click on each icon and learn about them. Especially the LEAD THE WAY As you start your journey your sponsor will train you more on it and you can go to the Biz Dev Library as well.

Lastly, get ready to hear NO and NOT NOW. That is 100% part of any business.. People want to see how you do with this and so you have to stick with it! Here is a fun 100 NO's worksheet-make getting NO a good thing, because it means you will get a lot of YES's too. Most of My Yes's were No's or Not Now's at one point :)

<https://www.rodanandfields.com/images/Archives/100-Nos-Worksheet.pdf>

2. How to practice Intro Calls with your sponsor - First live training for 3 way calls

Your job in this business is to start sharing about the products and the business opportunity. The best way to learn to do this is by listening to someone else actually do a live intro call! This way you will learn, take notes, and can start sharing what you are doing and asking for referrals! We grow our business primarily through referrals and word of mouth.

Next, make a list of your top 10 Dream Team members or Just people who love you - who would you call if your car broke down? People who are smart, fun, cool, social, or smart...they can be one of these or all! Can be your sister, cousin, mom, best friend, co worker, or just people who come to mind! These are the first 10 people we will reach out to to share what you are doing and ask for referrals! You can choose 5 of them to be your “biggest supporters” and ask them to be your first PCS and then the cool, awesome, fun ones to do a training call with you! Scary I know, but I want you to get that kit investment back within your first 2 full months and we need to get you some partners and PCs to do that. The easiest way to share the business and get partners and referrals is by helping your sponsor help you! Remember, everyone is going to hear about R+F at some point, it better be through you!!

Here is the language you will use to reach out to your top 10. You should do AT LEAST 3 intro calls with your sponsor before you are ready to do your own. If your sponsor is brand new (less than 2 months in) then you should do these with their sponsor, your upline!

Verbiage for a CALL:

Hey Girl!! How are you? So, I'm actually calling u for a reason ...I just started a new business and I'm soo excited because it's going to be amazing I can feel it...but I still don't know everything and need some help with my training. My friend (sponsor's name) asked me to make a list of the coolest people I know who might be willing to help me with training, so of course I thought of you. Will you hop on a quick call tomorrow at 8:30 with me and my business partner (Sponsors name), so she can tell you more and I can listen and learn? She is awesome and has been doing it for a while, plus you can learn about what I will be up to and you might even be interested yourself. Are you free at 8:30 tomorrow? (If not when?)

Verbiage for a TEXT/PM/EMAIL:

Hey Lady! I need your help with something! I just started a new side gig and could use your help with my training. My friend asked me who was the coolest person I know and thought of you!! ha Can we call you tomorrow around 8:30?

This is just a simple and effective way to get your top people you know on the phone, have you listen to your sponsor present the business so you get more comfortable with the language and stories. Plus, maybe they will be interested in the products or opportunity OR help you with

referrals! This is still very much a learning curve, so these practice presenting /training calls are GREAT!

Action Item - Set up 3 intro training calls in the next 48 hours. Don't be nervous...JUST DOT !! When you are on the call, listen on speaker and take notes so you can become a better presenter yourself.

As for getting new PCS, use this language to reach out to your nearest and dearest who would support you in anything! *"I need your help! I just started my new business with the doctors who created Proactiv and I am I am going for my first promotion and I need a few more orders to get there. Will you be one of my first preferred customers? I really need your support and also want your feedback on the products since I am still learning about them. The products work and are backed by a 60 day money back guarantee so if you don't love them, you can totally return them. I will return the favor if you ever need one! And I will send you some awesome free samples too"*

OR

Hey Sally, So I am calling you because I just started a business and I am so excited about what the products are doing for peoples skin. I know you probably wouldn't be interested, but I was wondering if you know anyone who might be able to be a testimonial for me to try my products against what they are currently using. Do you know anyone who might benefit from anti aging, dullness from sun damage, sensitivity, or adult acne? Would sooo appreciate referrals!

Now, do the solution tool on them, get their regimen order and input it! See below for details! This is all you need:

Customer Name:

Shipping Address:

Email:

Phone:

Credit/Debit Card # and Expiration date:

Billing Address:

3. Learn the Products and PC program

We are not dermatologists nor are we meant to be. You also don't have to become a product expert. Please don't think you have to study the product line and ingredients before you start talking to people about Rodan + Fields. Here's a really simple way for you to think about the Doctor's philosophy on skincare. The Doctors don't believe that one product or one ingredient is going to magically transform skin. It takes a multi-step, Multi-Med® approach. That's why the Doctors have created regimens for the skin concerns most people have:aging, sun damage, acne and sensitive skin. To get the same results that clinical study participants did, you must use the entire regimen.

Here is all you need to start:

-Review the products on your website and in the Product Guide that comes in your kit.

- Click through the solution tool, entering in different info each time to see how the Doctors make recommendations based on skin concerns.
- Use the products and tools when your kit comes - become a true brand ambassador.
- Study each product line, and a few points about each product in it. Check out our DIGITAL CATALOG. [Click here](#)
- Print out the most up-to-date pricing sheet and PC Perks Enrollment forms that lists the different prices. Don't memorize. You don't have to. Simply print out a few copies of each and have them with you for easy reference. (Go to your PULSE online, Biz Dev Library and find PC Perks Enrollment Form).

First and foremost...Avoid sending people to your websites. Period. We as consultants are meant to guide and advise and so many times people get confused and not know what to try, so give them that personal, good customer service experience!

When someone expresses interest in products, you want to find out what their skin concerns are. The Solution Tool (which can be found on your .com site on the bottom right) is a quick 2 minute skin consultation that will help your potential customer determine what products would be best for their skin. Suggest hopping on the phone (rather than just sending the link) with your potential customer. They will appreciate that you are genuinely interested in helping them get the best products for their skin and that you are taking the time to chat with them. After you finish the Solutions Tool with them, give them the (doctor's) recommendation.

Quick Tips - To amp up results, add one of our Tools (Amp MD System or Macro Exfoliator)...when you add a tool in with a regimen and bundle it together, the customer gets 20% off. Look for these deals on your websites as one icon. Also, make sure to add our Essentials Gauze Pads in with any regimens with a toner (not Soothe). Cotton balls take up too much product and wastes a lot! Great add ons - our Multi-function Eye Cream (Redefine) and our Microdermabrasion Paste Tub (Enhancements).

Explain what comes in the regimen (each of the 4 steps) and explain how the tools work (if they're included). Explain that our products are a two month supply, but most people stretch them three-four months.

*****Our PC Perks Program and how to explain it***

The Rodan + Fields Preferred Customer program, called PC Perks, is the bedrock of our customer sales. Our PCs get 10% off, free shipping and the ability to replenish what they need or want every other month with complete flexibility (our products come in 2+ month supplies). PC Perks allows for cancellation without penalty, and all our products come with a 60 day guarantee.

With PC Perks, customers save a lot of money and get a flexible program with great customer service. And PC volume feeds into your Personally Sponsored Qualifying Volume (PSQV), which helps you and your team promote in title to Executive Consultant (EC) and beyond! Bring the first few product prospects to 3 way conference calls with your upline, just like you do with those interested in learning more about the business.

VERBIAGE on Explaining the PC Program and Signing up a PC:

"Now that we know what you need, let me tell you about our Preferred Customer Program. You're going to love it. You'll save 10% and get free shipping, and have the opportunity to replenish your products at the same discount every other month (our products come in 2 to 3 month supplies). Basically, it's a replenishment program, so once your 60 days is getting close, I will contact you to see if you are ready for a reorder. You will also get an email from Corporate. You can place the same order and replenish what you are low on, you can try something new, or just replenish on only what products you are running low on. or if you aren't ready for anything we can push out and postpone your order as many times as you want with no penalty. Its awesome! There's a one-time membership fee of \$19.95. I think of it like a lifetime Costco membership but even with this first order you'll be saving more than that as shipping is pricey! It will take just a minute to collect the info to get your account all set up and your products on their way! You will never get charged without wanting more products, because it's my job to make sure that doesn't happen and will give you top notch service"

You can sit on the computer and enter in the order OR ideally you just fill out a PC Perks form over the phone real quick and ask for the info you need. I also have a note in my phone with what is needed for an order so I can get orders on the go! You will need:

Customer Name:

Shipping Address:

Email:

Phone:

Credit/Debit Card # and Expiration date:

Billing Address:

Once you get the order, tell them you will be checking in on them and please reach out once you get the box! They should read the brochure too and you should send them a nice thank you note in the mail or email! You always want to encourage your customers to become preferred customers because it will help THEM save money and ensure benefits and discounts when they fall in love with their results. If you want, you can offer different incentives to them for signing up as a PC (free Essentials product, money off their sign up fee, etc.) It's your business and you get to make the decisions!

Here is an incredibly helpful **PC Perks Best Practices Checklist** from Corporate to follow:
https://www.rodanandfields.com/images/Archives/PC_Perks_Best_Practices_Checklist.pdf

TIPS:

When a PC orders an AMP MD, email them a thank you, along with this instructional video: <https://www.youtube.com/watch?v=10Qb1o9II-Y&feature=youtu.be>

When a PC orders a MACRO E, email them a thank you, along with this instructional video: <https://www.youtube.com/watch?v=73Hyp6xAaGQ&feature=youtu.be>

When a PC orders Acute Care, email them a thank you, along with this instructional video: <https://www.youtube.com/watch?v=MdwJiYMIwFI>

****More Team Resources:**

PC BOOT CAMP Tips and Tricks to grow PC base fast - [Click here](#)

How to Keep in Touch with your PC - [Click Here](#)

4. MINI FACIAL “Get your Glow” SAMPLE PACKS

The Best and easiest way to get the Products on people’s skin is by giving out SAMPLES i.e. “Mini-Facials” or “Get your Glow samples”.

Our samples packs are called “Give It A Glow” packs and include:

- REDEFINE Night Renewing Serum (a capsule)
- REDEFINE Lip Serum (a capsule)
- ENHANCEMENTS Microdermabrasion Paste (a packet which can be ordered from business tools)

Here is how to make them -Click here- [How to Make Sample Mini Facials](#)

These samples can be used three ways:

1)When you run into someone you know, tell them what’s new (your new biz), and that you can hook them up with some samples. Pull this fab little bundle out of your bag and say, “Ok, here are some of my favorite products, but you have to promise me you’ll use them and tell me what you think. Today’s Monday, so let’s set a time on Wednesday for us to talk so you can tell me what you think. What they are and how to use them is included on that little flyer. You’ll use the blue and the silver tonight and then the paste in the morning.” Then pull out your calendar and set the appointment to follow up. When you follow up, talk about the products and what they should be using to reach their skincare goals, and then transition to the business by saying, “I can hook you up with these products, but I also want to tell you about the business side, too. Even if it’s not for you, I bet you’ll know a few people who would be perfect.”

2) If someone who is interested in the business but says they must “try” products before they can enroll as a consultant, you can give them a Sample Pack with the instructions card if they are local. If they aren’t local, you can mail a pack to them. Make sure you package it in a padded envelope and write FRAGILE on it or it will get smashed. “Great, I will send you a package with some samples of our top products. Once you get the package, open it and read the directions on the flyer, use the silver and blue capsules at night and the paste in the morning. You will LOVE it! I will call you tomorrow and see what you think and hopefully we can get your started. Or if sending, I will call you on Thursday, what time works for you?”

3) Some Consultants like to offer these goodies through Facebook posts, using images like the one on the next page. This starts conversations with Facebook friends and also gets your friends to share about your products for you. For example, “It’s FREEBIE FRIDAY!!! Who wants some samples of my hottest products that the beauty editors love! I am obsessed!!! Just comment below “ME”! Skin is soooo soft and lips are young and juicy!”

*you can go to Google Images and search “Rodan and fields sample giveaways” for cute images.



5. your Your Big Launch)

Launching Business - (BBL aka Business

- Choose a date, in the next 2 to 3 weeks to set your official Launch of your business aka. Your BBL.
- Here are free flyers you can customize from Rodan + Fields in you want to send in the mail - <http://communications.rodanandfields.com>
- Create online invitations or paper invites. Send out the invitation as soon as possible and then call your closest friends who you really want to be there and make sure they come and bring a friend. I like www.paperlesspost.com - the free option, its classy!
- Something like this: you can use this exact verbiage if you would like. You can name the party anything you would like. i.e.: “Beauty and Bubbly” - “Leave the Aging to Wine and Cheese” - “My New Business Launch Event” - “Love the Skin you are in”.
- Make it YOU and authentic to you!
- Please refrain from calling your launch event or any R+F event “a party.”We’re not a party plan business (our revenue model is not dependent upon us throwing parties or having others host parties for us). We do launch events (BBLs) and business events as tools to build our business, and they are really fun. But they represent a small part of our business building. Let’s not confuse anyone by using “party.”

Wording for the invite or an intro email!

Hello Friends and Family,

I have recently ventured into a new business opportunity and I'd like to invite you to my launch event. I have partnered with the dermatologists, Dr. Katie Rodan and Dr. Kathy Fields, the creators of the highly successful PROACTIV, to launch their new line of premium skin care products and essentials. There is something for everyone! Whether you have blemishes, sun spots, aging signs, scars, etc, these products are for you. This is NOT a party business and

everything for this business is done online and through word of mouth, so I am just having you all over to see and test products, have some drinks and toast the launch of my new venture which I am so excited about!! Please feel free to bring/invite any other people you think would be interested...mom, sisters, aunts, bffs etc...the more the merrier! If you are unable to make it, please feel free to check out my website: www.xyz.myrandf.com and I will be in touch with you to share more!

- You will provide snacks, drinks and a place and **YOUR SPONSOR WILL DO THE PRESENTATION**. If you are not local to your sponsor, they will train you to do your own and be on call or skype into the events. Homes are best for these launches and most cost effective. It is also nice for you, as the host, to chime in on products you have tried and love. Again, your friends and family want to know how YOU like it.
- You need your products from your kit for the event. You can display your products in any cute way you want, and ideally on a table or somewhere elevated in front of the sitting area.
- You can also play a Video of the Doctors sharing the products too, especially if your sponsor is not local - https://www.rodanandfields.com/images/Archives/Big_Business_Launch_Agenda.pdf
- Print from Pulse (Biz Dev Library): PC Perks Enrollment Forms, PC Pricing Sheet and Consultant Applications. Have pens and clipboards if possible (magazines or large books are good too)
- If you have an iPad or laptop, have that out for the Solution Tool to do consults.
- It is always nice to pay a PC fee or 2. We can talk about how before the party. Have a few \$20 bills in envelopes.
- While a launch is great, it does not determine how your business will go. Many successful consultants have had unsuccessful launches. It is not the end all, be all. Also, you can have a re-launch if it is not a huge hit. Maybe it was a bad time for people.
- Whether you have 3 people coming or 30, never cancel. This is not just for you to get new customers and consultants, it's a big learning tool.

Watch this video of a live Launch by RFX Circle Jamie Peterson - Don't worry you are NOT expected to know this!! <https://www.youtube.com/watch?v=ELHHGaA7Cg8>

Some examples of displays: You can print current media magazine covers in the Biz Dev Library.



6. Creating Your Why and Story

Your “Why” and story, is one of your strongest, most important pieces in this business. It is the reason you joined and it should be your driving force *every single day*. This business is built on creating personal relationships. When you present this business to your prospects, your why

and story should be inspiring and relatable. It should draw others in and make them want to join you and know that you are serious about your business and vision! Ask yourself Why did you join? If the answer is, "Needed more money"..then ask yourself again...WHY? Why do I need more money?... then keep asking WHY until you get down to the bottom of your true WHY!

Your why and story should be written, recorded, and sent to your sponsor. Getting them written out, thought about, tweaked, and perfected is KEY! There seems to be a direct correlation to people with strong whys/stories and their success. It should be memorized and said very naturally.

Key components to create your why and your story should touch on these things...

Who – Who are you – your profession/mom/wife/community involvement?

What- What happened in your life or what changes did you want/need in your life?

Where/When- Where are you in your life and when/at what point did you know this was the answer

Why-Why did you decide R+F was the right choice and WHY are you doing this.

Where-Where are you now? OR where do you believe you will be in X months/years?

Best Part - What is the best part of this business so far!?

Action item - Now create yours! Make sure to send your Why and your Story to your sponsor and practice it together until it's perfect!

7. Reaching Out - doing your IPAs - "Income producing activities"

This business is all about reaching out to new people and sharing daily. You always want to have a full funnel and that means sharing with as many people as possible. Remember, no one has written on their forehead "I am bored" or "I am looking for extra money" or "I hate my job"...so your job is to just let people know you have something to offer...it's up to them to take it...but if you don't share, then your business will never grow and all of the people in your network will eventually hear about this company and products from someone else!

Here is the reach out message that you want to send to 5 people every single day! You should make your goal to send 200 messages within your first 30 days...I know that sounds like a lot, but that's like 5 new people a day. A huge part of growing your business BIG is building your team of partners, not just customers. It's a little uncomfortable at first, but if you just hold your breath and press the send button, you'll feel amazing after! Do not be "picky and choosy" about who you send this message to. Never assume someone is too rich, too poor, too busy, too smart, too shy, too ANYTHING to want to do this! You never know if someone hates their job, wants to be home with their kids, or just needs more money for vacations! I literally go to my friends list, type in a random letter of the alphabet, and pick 5 people and send! So 5 every.single.day! And make sure to track your activity...I suggest using a notebook or a spreadsheet each time you send a message out.

Add Name, Date of Reach out, What Happened, Follow up!

SEND THIS MESSAGE TO ANYONE!!!! 200 people in your first 30 days!! Add your WHY at the end :)

Hi! I am not sure if you've seen my recent posts but I've recently joined Rodan + Fields and I am so excited. The same doctors that created PROACTIV (the #1 acne treatment in the world) have now brought us over the counter dermatologic skincare. The amazing thing is it's not just anti-aging....they have created 4 different clinical regimens that attack four of the most common skincare issues - Dullness & Sun Spots, Acne & Acne Scarring, Sensitive Skin (eczema & rosacea) and Wrinkles, Pores and Loss of Firmness BUT what I am most excited about is the business. My team mates Miriam and Randy Steketee have now replaced their NYC 6 figure incomes (Real Estate and Law) and have both retired from clocking in and out of the Corporate World...amazing i know! My goal with this is to (add why you started i.e. pay off debt, leave your job, have more money for vacations, etc). And I honestly KNOW it will happen. I am so impressed with everything so far.

If you happen to hear of anyone or know anyone who might be interested in making some extra income from home or great skincare...would you send them my way? I would be forever grateful!

Oh and I have great referral rewards \$\$ and would be happy to send you some free samples :)

Now here's the IMPORTANT part!

If someone responds that they might be interested...you simply reply,

"Great! I'm so excited for you to hear all about this amazing opportunity! Send me your number and a good time to chat! There's too much good stuff to type!"

We want to get them on the phone so that they can hear the excitement in our voices, etc. Offer a few times you are available (try to know your sponsors schedule) and you will both together do your first few calls! Your sponsor will teach you exactly how to set up the conference call (3 way) on your phone. Confirm the time with your sponsor and new prospect and then call your sponsor 5 minutes before to prep and plan!

You got this!! Start TODAY! There's going to be No's, there's going to be people who don't respond...but there's also going to be a LOT of YES's that make it ALL worth it! AND you're going to have a lot of people that will start watching your RF posts more closely after you reach out to them...and then they come back! Most of the people on the team heard about this by watching a friend on Facebook.

More Sample Templates to send to new reach outs - [Reach out language messages](#)

Please Review This for when you have someone interested in hearing more: ["I have a Prospect, Now what doc"](#)

8. FACEBOOK - The ones who POST make the MOST :)

If you haven't done so yet, you want to announce your first business on Facebook after your Kit arrives. Take a fun photo of you in front of the products displayed nicely, or have your pet, your baby, yourself in the photo too!

Short and sweet message *"Super Excited to announce my new business venture with Rodan + Fields, you will be seeing a lot more from me and I am so excited to start this alongside (my job, my family, etc.) Message me if you want to hear about my amazing new products...got wrinkles, freckles, pimples, redness..I can help!! Or if you are looking to start a side business or just want some extra me money...I have a few spots on my team!*

Or here is an idea for a longer post too!

Some of you have heard that I have started a new business and I could not be more excited!! I really do love my job as a X, and it's not like I needed 'one more thing' to do...but this way I can set aside some extra money for _____ and _____! I can do this all on my own time FROM HOME!! This amazing new opportunity is with Rodan + Fields! I have just partnered with a friend _____ and Rodan + Fields Dermatologists (the doctors who created PROACTIV).

I am helping to launch their 4 new skin care lines addressing anti aging, sun damage, sensitive skin and acne, along with their 2 beauty tools, Amp MD Roller and an AT HOME microdermabrasion tool, the Macro-E! I am excited because they JUST launched their brand new, proprietary product, ACUTE CARE! Fill a wrinkle, while you sleep, no needle required!

Here are just a couple reasons why I decided to take the plunge and join this awesome opportunity...

- You only get one set of skin and let's face it everyone ages. Partnering with the doctors who created Proactiv as we target the anti-aging market--a \$3 billion dollar industry, the beauty tools industry—another \$3 billion dollar industry, and NOW, another multi-million dollar industry!*
- We are not a "home parties" company!! (I really love this fact about R + F)*
- R + F was formally a #1 clinical best seller in Nordstrom. They stopped selling in high-end department stores because they wanted to put the money in OUR pockets!!!*
- 60 day money back guarantee for both our consultants (literally risk free) and our customers! I am SO excited to introduce you to these products and this business opportunity! Trust me, you will get the best skin of your life and soar in the industry. Send me a direct message for more details!!!!*

FACE BOOK POSTS - 3 Different Types of R+F Posts

There are 3 different type of R & F posts you can post on your page to generate buzz and interest. And then you can ask your Facebook Friends to post on your behalf on their page to build and grow your network! In order to gain your network's interest about the products and the business opportunity, you want to post at least 2 times a week about Rodan & Fields.

You should post every day in between about life in general (check in at restaurants, take pics with your significant other., baby, friends, anything that shows you having fun and enjoying life!) Do not ONLY post about R & F! Motivational Quotes, Asking Questions, being funny, etc are easy ways to fill in the gaps! Post Relevant things that will get you LOTS of comments. The more comments the more views, so ask your close friends and family to give you some love as well as your upline!

Formula - Day 1 Product Post, Day 2, 3, other posts, Day 4 Business Post, Day 5, 6, 7, other posts, Day 8 Lifestyle Post, day 9, 10 other posts, Day 11 Product Post, etc. etc.

-Product Posts - The first kind is a product post or a "Product Spotlight". It highlights a product and tell what it does. You want to include a before and after picture, and if you want, you can also include an actual picture of the product. I will add you to a group called R&F product spotlights and you can get some before and afters from there. Also, if I see one on another consultant's page...I always save it and copy/paste the text into my notes! That way, I have it for later.

All R &F posts are up for grabs. If you see one you like, give that consultant a like and/or comment on their post to give them some "buzz" and feel free to steal it! You do not ever have to ask or tell them.

-Business Posts - The second type of post is a business post. A business post is anything that highlights how awesome the business opportunity is. So any free press that we get is good to share. Being on Fox 2 business news was a good example. Being on the Ellen Show... basically anything that helps show that we are too good to pass up!

-Lifestyle Posts - And the third type is a lifestyle post. They are the "hardest", but they are so important because they get you a lot of buzz and they really pull people in! They basically get others to relate. These are the posts that are REAL - drop your guard, open up and say what you REALLY want out of this business. They are basically posts about how this business is changing your life or what you WANT it to do. And when you're new, they're posts about how you're excited about where this business is going to take you.

Here is an example... "I can't believe it, I just got my first paycheck from Rodan + Fields and I just paid off my car payment and cell phone bill! Now it's time for a mani pedi to celebrate!! This is way too easy and fun. I can't wait until I can pay my mortgage payment with my side gig! WOOP!"

or

"You know I started R+F for some extra money but honestly it has done so much more. I have made amazing new friends, grown as a person and business woman, and become a stronger more confident and HAPPY version of me. We go to work day in and day out, same old thing...for years, and years and YEARS!! It's fun to step out and do something different and challenge yourself. That's what life is all about. Yup, I got my pep back in my step and I just had to share :)"

***If you ever need help coming up with a post (any kind), let your sponsor know!

Here is some [Facebook 101](#) too

9. PRESENTING TO A PROSPECT (The 5 Ps)

So, now you have someone who has either agreed to chat with you or has reached out to you about the business and wants to hear more! Your business grows by sharing the business and the products! Building your team of consultants is such a fun part about this business because you have the ability to grow a team of your own! Teamwork makes the dream work, right?

1. Dial number,

YOU: "Hey Marybeth - So, tell me about yourself? / what have you been up to?" / "Do you love your job? where do you see yourself in 5 or 10 years? etc."

"Great! So I actually only have about 15 more minutes then I have to run so I'm sorry to cut this short but I wanted to tell you about my business and see if either you or anyone you know might be a good fit for my team...we are actually really looking to grow the BOSTON (fill in where they live) market so this might be something for you or someone you know to consider... because well, it's changed our lives so much!"

NEXT -

1. Share your Story –your 2 min – who what when where why!

2. Share the Company's Story - The 5 P's below (say them naturally, don't need to use each word just a few points from each) Make it your own and bring it back to you and to them!

3. "Are you interested in finding out more?" Yes, or No

4. If they are still intrigued, you schedule a 3 way call with your upline. "Great! I know you want to look over some info so I am going to send you over a detailed email for you. Then we can set up a call to discuss your questions and go over the getting started options! I think it would be awesome for you to meet my friend (sponsor, upline name) so you can see the kind of support you will have besides me! :) So let's check back in on Thursday (48 hours)....does 3pm or 8pm work better for you?" Set up the appointment and reach up to your sponsor or upline and see if they are available. Ideally you already had a few times they told you they were available. If your sponsor isn't free reach up to upline or another consultant on the team.

What are The 5 Ps?

(Share this information in 5 minutes, in your own words, naturally) don't sound like you are reading but u can use this as a guide ..pick one or two from each "P" to share. I like to talk about how I fit this into my life and what I find is great about it and I also like to talk about how THEY can fit this in and what this can do for them.

Think TINY ("Their Interests NOT Yours") during the call :)

***First P - Presence of the Doctors**

You can partner with two of the world's most successful dermatologists, Dr. Rodan and Dr. Fields.

Proven leadership in both the skincare and in business, they already created a billion dollar brand...they have all the resources to do the same and giving us a piece of the pie.

Legacy of success, and strong name brand recognition - household name.

What they did for acne with Proactiv, they are now doing for aging, sun damage, sensitive skin, and adult acne - bringing dermatology to the home, no Dr. Appt necessary.

***Second P - Our Products**

WE have amazing products for different skin conditions..the Dr.'s wanted to bring dermatology to the homes and created these 4 regimens for people who suffer from skin conditions, and

most people do! Products that create results – they actually do what they say and we have amazing before and after photos (now tell what product you use, or a great result in your fam). First started in high-end retail and became the #1 clinical brand in Nordstrom. Estee Lauder actually bought us and partners with us while we were in stores like Bloomies, Neiman Marcus, etc. Clinically proven, which means they are tested on real people with real results...and they are award winning (Best in beauty, tons of press, more free press than any other skincare brand...we were actually on the Ellen show last month and we are in the magazines regularly).

What I love about this is that the products are Consumable...which means two things..

1) It means that we aren't really a party company (thank God) because the products don't have to be seen at parties, people can see the before and after photos and, 2) consumable means people run out they need more and u are the only way to get them! Plus skincare is a necessity (like toothpaste and wine, you run out and always need more). I mean, think about Proactiv, can you imagine if you got a commission anytime you told someone about Proactiv and then they told their friends...I have some people in my network using proactive for over 10 years! So that can create some serious income over time!

Now with R+F - Our target market: Is really anyone with skin men, women, and kids.

***Third P - Profit Potential**

We make money several ways, and u can work this how you want..some people are doing this to pay for a car payment, others for a mortgage, and others want to create a replacement income want the luxury gifts and trips or more...it's up to you and most of the people who are successful are actually super busy and build this on the side.

We get paid 2 ways – you share the product and the award winning results, and make retail profits and commissions, up to 32% actually, which is a lot...someone goes to your site, orders the products, the company ships out the products to them, you get paid...no inventory, no shipping, all done from a laptop or Iphone. So easy! The second way to get paid is by building a team, and sharing the opportunity, and helping new team members get started.

Since the company does not have store fronts anymore, people are now stores, and we are basically virtual franchisee owners, so you get paid out up to 6 generations on your team and their customers... it's incredible how many people in this economy are looking for a way to make extra income without a second job!

Then we actually have fun stuff like cash bonus, free trips, and free cars that incentivize us, makes it fun – like my partners Miriam and Melissa earned Lexus cars, and trips to Maui and Thailand, and I am running for that trip now! I mean, it's crazy that the top income earner on my team right now is a 31 year old former kindergarten teacher, and is making over 100,000 a MONTH...it's totally insane and she just started a few years ago...I can only imagine where this will be in 5 or 10 years from now.

***4th P - Programs**

The doctors chose direct selling as a business model because they are committed to help others own their own business give people opportunity to share in their profits. The company provides everything we need to be successful from our customer care nursing hotline, Incredible state of the art technology that is easy enough for a 5th grader and you can

simply download an app on your phone and just work from them, plus product and business training that you can do anytime, it's all recorded.

Anyone can do this, we have stay at home moms, to realtors, to lawyers, to nurses, and anything inbetween...no sales experience required since this really is just building relationships and offering great skincare or a great business... and you can use social media to grow this, which is my favorite part! I mean, why not get paid to play on facebook! Haha

5th P – Positioning to be first

People can position themselves to take the lead as we expand across the US and Canada. When I heard about Rodan + Fields and how I could be one of the first to bring the business and products to my network, I couldn't get going fast enough! We have gotten incredible buzz from the business community as well, Harvard business school did a study on us, we are featured in Forbes and the Wall Street Journal, and more recently we won a huge award from the American Business Association for top Consumer Product, and guess who won it in 2011? Apple! There has never been a better time to join, and there really is a timing thing happening, someone will bring Rodan + Fields to your market in the next few years, why not you? Can you imagine your life if you partnered with the Dr.'s on Proactiv in the early 90s? That is all that went on in my head to make me sign on, and I am soooo glad I did!

“So, we are looking for more people to start businesses with us so we can meet the crazy demand for these products and I am looking for people in Boston to support this expansion. I have to run I am so sorry but CAN I ask if this interests you at all or maybe someone in your network it might be good for? You basically need a few hours a week to start and I will coach and train you into my success and my team's success very quickly...”

They say YES -

-IF they say, well YES I do think it sounds like a good opportunity...you say –

“Ok great, so the next step would be to hop on a follow up call with my partner and I. She is great you will love her and it will be a time to ask questions and also since we really consider this a team effort, it will be good to all meet and see if this is a good fit for all! Now, she is available tomorrow night around 9? Or Wed around 10 am... what works best for you?”

-Ok, great, so I will give you a call at 9pm and what's your email? I want to send you an email with my websites to review...if you have time to read it great, if not no worries! I know how busy we all are... Ok, call you then. So nice chatting!! I will send you an email and TEXT you to CONFIRM you got it and it didn't go to Spam (make sure to check in and make sure they got the email).

Yes -> Send a short email with your .com, some before and afters, and a short blurb about the company... and then when your next call is... You can find an email template in Team Dream Life Files - here is an example (make it your own, copy and paste into a new email with your sites and save for later) - Click here - [MORE INFORMATION EMAIL](#)

They say NO -

-If they say, No - I'm sorry, but this doesn't sound interesting to me. Then you would say *“Oh ok, NO worries at all, I obviously love sharing this because of what it has done for me and many of my friends but I totally understand its not for everyone.... but I am totally looking for*

motivated people and maybe someone in your network is looking for this..I have a great referral rewards cash program. Would you help me with referrals?

YES - Ok, so here is what I would LOVE and be so grateful for, could you place a post on your facebook wall for me about my opportunity? (see opportunity post below)

Not interested -> Ask them to help you with referrals. You can offer to send them a Free Product or Cash if anyone in their network joins you! Then you send them that email but with a referral twist...You can find both of these templates in team Dream Life files and below...

Last but not least, people WILL have questions and objections. It is your job to answer them smoothly and handle the objections. Here is a document to help you. Read through them and try to memorize them. Your upline will help you with any objections on your 3 way call as well. [HANDLING OBJECTIONS DOCUMENT](#)

10 - Referrals and Opportunity Posts

The way this business really starts to grow is the power of your network and your network's network. It's not just who you know, it's who they know. And referrals are a huge part of our business. With referrals you will never run out of people to share to.

Anyone who has completely different Facebook friends than you is perfect to ask! Someone from college, someone from work, someone in a different state, a cousin, etc.

Here is the language you use to ask them to do a FACEBOOK post for referrals:

Hey Girl! How are you and the fam? I hope you're enjoying your week off! I have a favor to ask... I am trying to expand my business with Rodan & Fields and was wondering if you would throw up a post for me about the business opportunity. I know you have a great network, and I would appreciate the help! I will send you as mini facial as a thank you! My biz is built through referrals so this would be so helpful! Let me know and I would be forever grateful! XO

Then, if they say yes, you say "Thank you so much! Just simply copy and paste this message. And use this Photo! Please send me a message introducing me to anyone who expresses interest so that we can get in touch."

Then tweak this post so it's fitting for you, then copy and paste for them to post, tell them NOT to tag you.

OPPORTUNITY POST

*****Anyone interested in making extra money, having a debt free year, or an entirely new career? My friend is expanding her Rodan + Fields business across the country (and Canada) and is looking for excited people interested in working part time around their current commitments. It doesn't matter where you live or what your background is since**

you will be coached. This business was created by the two dermatologists who created Proactiv and now they are taking on the \$3 billion anti-aging market. Please let me know if you are interested and I will send you her info. Thanks!



Opportunity also perfect someone who reached out to

not interested or they can't think of anyone. You can say, "Would you mind doing me a huge favor and throwing up a post? Perhaps someone in your network will be interested in hearing more! I would be forever grateful and I would love to send you a mini facial as a thank you! Let me know!

posts are when you've says they're

Make it a goal to ask for people to post for you! Find one person today to do an opportunity post for you! Let's get you some BPs!

Now, let's say you have someone who isn't on Facebook much but you know has a killer network. How about asking them to send out an email for you to their network? Here is an example...

REFERRAL Email -

Hi Mary, Thanks so much for offering to help me. If you could send around an Email and post an ad on Facebook for me that would be great and I would soooo appreciate it! Like I mentioned, my business is expanding and need some go getter to add to my team to keep up with demand and crazy recent press. I will also pay \$50 for a referral for a new consultant who joins my team (or free products or donation to a charity of choice), and \$20 check or \$20 worth of free products or donation for any new preferred customers you send me!

Email to network (simply copy and paste) - feel free to copy me on the email so you don't get bombarded with questions and they can directly contact me!

"Hi ladies,

*I am sending you an email on behalf of my friend, **your name**. She is looking for motivated & savvy women (or men) to work part time / flexible hours with a company called Rodan + Fields. This is a new brand by the creators of Proactiv and it's going to be really big. This time they are*

*focusing on the huge Anti Aging market and they just created 4 incredible skin care lines that are clinically proven to show results and were formerly selling #1 in high end department stores like Nordstroms a few years ago. This is not a party hosting company, there is no inventory to stock or handle, it's mostly word of mouth, online and 100% work from home/computer. She is looking for 2 people to coach and train - it doesn't matter where you live either since it's all virtual. This can be done around a full time job or home with kids, or both. I have copied her on this email - **your email** - so reach out if you want to hear more! She loves it and is doing very well too :)*

If you are constantly reaching out, sharing the business and products, and asking people to spread the word for you..you WILL build a big business. Consistency is key!

11. Promotions and Fast Start Bonus/ Level 2 kit reimbursement (Filling your EC buckets)

If you logged into your online pulse - (go to your .com and login at top with email and password) If you haven't already noticed on Pulse, there are 2 "buckets" to fill - SV and PSQV. Basically once you fill your bottom PSQV bucket to \$600 (through signing people-their kits go in your bottom bucket, and also PC orders) that's when you become an EC, which is Executive Consultant...your first promotion and pay raise too! This is your ultimate goal every month. You want to fill your bottom bucket/PSQV to \$600+ Sounds like a lot right?! Well it's not! Sign one new business partner on the \$695 kit...you're there! Sell a few regimens and a bundle...you're there!

If you are enrolled into the CRP/Pulse subscription, that covers that \$100 minimum in SV. We want to avoid retail orders at all costs because they earn us less commission and they don't help us to reach that \$600 goal each month. Also then you have to charge full price and full shipping! There's a way we help do that! You can sign your husband/mom/BFF up as a PC, and when someone doesn't want to or can't become a PC because less than \$80, we put them under that account as an Ad Hoc order (not an autoship replenishment). You can change the shipping and billing info so that it goes to the customer's house and it charges their card. Plus they still get 10% off. So win win! Simply log in as the PC - Click on "Our Products" on the left and shop but don't forget to change the shipping and billing to that customer/not the PC. You can do this as many times as you want, a PC always get 10% off and Free Shipping on regular auto replenishments.

Want to Earn Back your entire Investment with our Fast Start Incentive?

In order to get your Kit Reimbursed through the Fast Start Program, you must hit Level 2 by your second full month. Level 2 means you personally sponsor two people, and they both hit EC in a month...so you have 2 EC "legs" and are a Level 2. Then maintain the following month.

You can also earn back your investment a SECOND time if you hit Level 3 by your full 5th month (Level 3 means 4 direct EC partners).

Each month you are also eligible for "Fast Start" Bonuses - sign two on 395,695, or 995 - get \$250, sign 3 people - get \$400, and so on.

Here is our **Fast Start Program** explained -

https://www.rodanandfields.com/images/Archives/Fast_Start_Flyer_2013_Secured.pdf

Here are the Promotions just so you have them and start thinking about them...I like to look at this income disclosure to see what's possible over time....pick which number looks good to you (annual income) and we will work hard to get you there!

<https://www.rodanandfields.com/images/Archives/RF-Income-Disclosure-Statement.pdf>

We also have LEAD THE WAY right now - Check it out and exactly what you need to do each month to get miles to earn you gifts and trips!! <https://www.rfleadtheway.com/>

Promotions and Titles:

- EC - Executive Consultant. By achieving a minimum of 600 PSQV in a month you qualify as an Executive Consultant (EC). As an EC, you earn an additional 5% Commission on the Commissionable Volume (CV) for the whole pay period.
- Level I. When one consultant direct to you hits EC you achieve a promotion to paid as Level 1. As a Level I EC, you will earn 5% Commission on Generation I Volume.
- Level II. When you have two EC Legs direct to you get a promotion to paid as Level II. You'll earn 5% Commission on Generation I and Generation II Volume.
- Level III. When you have four EC Legs direct to you you'll earn 5% Commission on Generation I - III Volume.
- Level IV. When you have six EC Legs direct to you you'll earn 5% Commission on Generation I - IV Volume.
- Level V. When you have eight EC Legs direct to you you'll earn 5% Commission on Generation I - V Volume.
- Level V Premier: When you have ten EC legs and one LV and maintain for 3 consecutive months you'll earn an all expenses paid Trip to Wine Country and San Fran.
- LEXUS Earner: Must be paid as Level V, and \$125,000 in paid-on organizational volume. Must maintain three consecutive months, then you earn a starfire pearl white Lexus of choice and \$750 a month payments for it.
- Elite Level V: When you have twelve EC Legs, 3 of which must be Level Vs. If you maintain for three months you'll earn \$250 additional Lexus payout and a free trip for you and guest to Maui, Hawaii.
- RFX: When you have fifteen EC Legs direct to you, five of which must be Level V. If you maintain for 4 months you'll earn 2.5% commission on Generation VI and an all expenses paid vacation to a Bucket List destination..past trips include Bora Bora, Italy, Thailand! Plus a 5,000 luxury gift...either a trip of choice, shopping spree, etc. It is a CRAZY milestone and LOTS on our team have hit it! You can too!!!

12. RESOURCES AND TEMPLATES:

[Click here](#) to get familiar with some fun facts to remember about this company!

More Information Email - (Copy and paste it into an email and personalize it from you) - <https://docs.google.com/document/d/1A4T-SVw5sMe8BChrWoCtwZjdL73IAFdpJSCAWGXA524/edit?usp=sharing>

Handling Objections - https://docs.google.com/document/d/1BibcJU2QCAp-ss-TcsJptmDXNBN-3TkLre_H_YgGrOg/edit?usp=sharing

Earnings and Commissions Explained - <https://docs.google.com/document/d/1yY4UxviRh4ObdtncR9FWdGCBcatTEqV0flEvAMA6pMk/edit?usp=sharing>

Here is **PRODUCT TRAINING** for US from the RF Connection - https://www.rodanandfields.com/images/Archives/Basic_Product_Training.pdf

For Canada - https://www.rodanandfields.com/images/Archives/Basic_Product_Training_CANADA.pdf

13. Important RF Numbers and Emails

For questions related to a recent order, contact a Customer Service Representative at orderinginquiries@rodanandfields.com or 415.273.8000. Customer Service is available Monday through Friday from 6:00 a.m. - 6:00 p.m. Pacific Time.

For product questions, visit the RF Connection micro-site for answers to the most frequently asked questions about products, usage and more ... no wait necessary. If your questions aren't answered there, contact the RF Connection at rfconnection@rodanandfields.com or 415.273.8000. The RF Connection is available Monday through Friday 6:00 a.m. – 5:00 p.m. Pacific Time.

For Preferred Customers, please contact the PC Perks Hotline for any questions regarding your PC Perks orders and Preferred Customer account at pcperks@rodanandfields.com or 1-877-PERKSRF. The PC Perks Hotline is available Monday through Friday from 6:00 a.m. - 6:00 p.m. Pacific Time.

For members of the press requesting a press kit or for product-related media inquiries, please contact Mimi Field atmfield@rodanandfields.com or 925.337.4987. For corporate-related media inquiries, please contact Annie Starr atastarr@6degreespr.com or 973.415.8838. Please note that all non-PR related inquiries will be forwarded on to Sales Support, and you may expedite response time by reaching out to Sales Support directly at SalesSupport@rodanandfields.com.

For Sales Support questions and all other inquiries, please contact Sales Support at SalesSupport@rodanandfields.com or 415.273.8000. Sales Support is available Monday through Friday from 6:00 a.m. - 6:00 p.m. Pacific Time.

For the RF Mall questions, contact the RF Mall Support here or at 888.271.1885. The RF Mall Support is available during business hours Monday through Friday 5:00 a.m. – 7:00 p.m. Pacific Time, and Saturday 6:30 a.m. – 10:30 a.m. and 11 a.m. – 3 p.m. Pacific Time.

You can also write or fax us at:

60 Spear Street, Suite 600

San Francisco, CA 94105

Fax number: 415.273.8036

Daily IPAs (Income Producing Activity)

Goals for Week 1:

- 600 PSQV
- Complete initial training calls - take notes! You'll want them for later
- Complete your "why" and have it nailed down to something concise
- Understanding Pulse and Lead the Way

Post signing tasks (day of signing tasks for your new consultant):

**Post announcing new consultant! If it's before 9:30 PM go ahead and post, if it's after, wait until the next day to post for optimal visual time on timelines*

- Create a list of 3-5 immediate people we can reach out to about the products. People we can call on the phone to let them know about your new business. These people should be close to you. Your mom, your aunt, your best friends, etc. This will be focused on products! We will plan times to call them THIS WEEK. Give this list to your sponsor.
- Schedule Launch: Give me three or four weekends you're free for your first and only launch!
- Hop on pulse. Find the following: Sales volume and PSQV. What do both of these have to be at in order to qualify for EC?
- **Training Call 1. First Steps to Jump Start Your Business** - Miriam Steketeer:
https://www.freeconferencing.com/playback_ow.html?n=/storage/sgetFC/D7ZE5/i1XFc

Day 1:

- **Training Call 2. Product Training and PCs** - Elizabeth Siravo and Megan Kollack
https://www.freeconferencing.com/playback_ow.html?n=/storage/sgetFC/D7ZE5/i15Us

- Product Reach outs: Contact 5 people saying the following (feel free to switch up the language so it fits you):

Hey girl! I'm SO excited, but also kind of nervous about my new business that I literally started last night! I need some support, and I know you're someone who is always up on beauty trends. I would love to give you the chance to learn why my company is number 2 in the Nation for clinical premium skincare ☺ We offer a 60 day money back guarantee, so it's literally a zero risk investment. I seriously would love any and all support, and hopefully we can get you the best skin of your life too! Let me know what some of your skin concerns are and we can get you started!

** If you get a response from someone and you aren't sure how to respond, PLEASE don't guess ☺ Just screen shot and show your sponsor. They will help you come up with the best way to respond**

Day 2:

- Find the "Lead the Way" site and sign up (done through pulse), pick your prizes, and learn how to track your progress. Screen shot your incentives you chose and send to your sponsor!
- **Training Call 3. Presenting your Business and Handling Objections - Jena Kravitz**
https://www.freeconferencing.com/playback_ow.html?n=/storage/sgetFC/D7ZE5/i1qdp
- 5 Product Reach outs
- Post Forbes article! <http://www.forbes.com/sites/nicoleleinbachreyhle/2016/04/25/rodan-fields-rising-success/#31fb27054854>
- Become more active on facebook! Start liking and commenting on other people's stuff. NOT just your bffs, not just people you already interact with on FB, but EVERYONE. This makes you and your posts more visible to them on their newsfeeds ☺

Day 3:

- **Training Call 4: Your WHY, Your STORY and Sharing it — Jena Kravitz and Jessie Welte**
https://www.freeconferencing.com/playback_ow.html?n=/storage/sgetFC/ngSG/iAVo0
- 5 Product Reach outs
- Write your "why" and send to sponsor!

Okay so you need to write out WHY you are doing this. Not just "I want more money", but like get to the heart and soul of why you started this up. I'm going to make you dig deep here. So write it out as detailed and as long as possible, and send it to me. I will help you create a short version that you can tell people in two sentences or less, but for now I want you to have a long write up about why. So my why stems from my insecurities of maybe never getting married. What that leads to is the fact that I want to be able to have an abundant life regardless. I want to be able to take awesome vacations...regardless. Blah blah blah. It goes on and on, but you get the jist. Get deep, get personal. This is one of the most important parts of the foundation to your business.

Here's why:

1. It'll propel you forward even when you seem to be getting a lot of "no's"
2. It'll keep everything in perspective

3. It'll encourage people to join YOU. When people join you in business they aren't interested in Rodan and Fields RIGHT away...they haven't tried the products yet, they don't know how great they are, BUT they know you. They are aware of your story, and maybe your why. People are interested in stories about real people that they can relate to. So we're going to give them that :)

- Post a picture with your kit! Sponsor – Help them with what to write with it!

Day 4:

- **Call 5: Marketing your business: Lifestyle and Online — Deena Aguado and Rebecca Traverso**
https://www.freeconferencing.com/playback_ow.html?n=/storage/sgetFC/ngSG/idr3m
- 5 Product Reach outs
- Do a lifestyle post!

Day 5:

- **Call 6: Getting off to A FAST START for newbies — Krista Llanos and Megan Kollock**
https://www.freeconferencing.com/playback_ow.html?n=/storage/sgetFC/ngSG/idxIB
- 5 Product Reach outs
- 5 Business Reach outs – start to reach out about the business (after your first month of business these are the ONLY types of reach outs you will be doing.) Here's why: Let's say you reach out to someone about the products...they say they aren't interested. Boom, you're shut out. BUT lets say you reach out about the business and they say they aren't interested, well then you can easily follow up about the products, and perhaps still make a sale. Also, to get you to fast start we need to start BUILDING that team! So. Do it afraid and reach out to 5 people you are comfortable with. Since these people are people you are comfortable with, I'm going to refrain from telling you what to say...just tell your story, and present enthusiasm and passion!
- Before and after post

Day 6:

****Add your new consultant to Team GRIT, Team Showstoppers, and Team Dreamlife. Tag them in product talking points sheet.**

- 5 Product Reach outs/5 business reachouts
- Take time to check out the new team pages you've been added to. Please be sure to take a look at the files section of each, this is where you can find A LOT of info written out for you!
- Lifestyle post

Day 7:

- 5 Product Reach outs
- 5 Business Reach outs
- Lifestyle post

Goals for Week 2:

- Facebook Marketing: Understanding how FB works, your role in facebook, and the multiple types of posts to pique interest and boost morale

- One business three way call – GET SOMEONE ON THE PHONE...even your MOM
- MINDSET
- Monthly GRIT incentives

Grit Incentive Club 600:

Make it to 600 PSQV and 100 CV. DO it. If you do this by the 19th (yep, that means you're probably moving up those autoship dates), then you get entered into a separate club. This is where you can win huge incentives!

Grit Incentive Beating Your Best:

Beat your personal best in sales in a month and get entered for huge prizes! ☺

MINDSET:

Okay, it's time to get this right. Your mindset is the number one thing that will either bring you to the top, or make you crash and burn. If you are by nature a pessimist or negative...time to fake it until you make it. In this business there is literally ZERO room for negativity. In this business you will have a 90% rejection rate, you will hear more "no's" than you ever have in your life. You will have people make fun of you, you will have people disregard you, you will have people belittle you. People who you thought would be your biggest supporters will turn their back on you. BUT, you didn't start this for them. Time to thicken that skin and devote yourself to a life and mindset planted in positivity. Positivity is NOT about everything going right in your life. Positivity is remaining optimistic and positive DESPITE anything happening in your life. Lets dig deep into network marketing, positive thinking guru's podcast: Bob Heilig.

Follow this page for daily mindset shifts: <https://www.facebook.com/DAILYRFXperience/>

Day 1:

****Friend suggest RF people for your new consultant**

- Start watching Bob Heilig: Your Virtual Upline. Starting with episode 24 – *The Marathon Mindset for Building Your Business*
 - 5 product reach outs
 - 5 business reach outs
 - Accept all friend request suggestions given to you by your sponsor
 - Follow the directions to export your friends list to excel. Go through people you've reached out
- Instructions found here:
<https://docs.google.com/document/d/1QbAeV5XYV1uQGh2oSpJC-J3UzX5GFkjtZ0UuRFp0p-8/edit?pli=1>
- Lifestyle post

Day 2:

- Bob Heilig – episode 28: *Your First Year in Network Marketing*
- 5 product reach outs
- 5 business reach outs
- 5 new friend requests (not RF people)
- Business post

Day 3:

- Bob Heilig – episode 31: *The Power of Focus and Consistency*
- 5 product reach outs
- 5 business reach outs
- 5 new friend requests (not RF people)
- Before and After

Day 4:

- Have you done your three way call yet? If not, it's time to MAKE IT HAPPEN.
- Bob Heilig – episode 32: *Slow and Steady Doesn't Win the Race*
- 5 product reach outs
- 5 business reach outs
- 5 new friend requests (not RF people)
- Lifestyle post

Day 5:

- Bob Heilig – episode 33: *How to Deal with Unsupportive People*
- 5 product reach outs
- 5 business reach outs
- 5 new friend requests (not RF people)
- Lifestyle Post

Day 6:

- Bob Heilig – episode 20: *Overcoming Your Fear of Failure – Go for No!*
- 5 product reach outs
- 5 business reach outs
- 5 new friend requests (not RF people)
- Business Post

Day 7:

- Is that three way call done? If not, get your best friend on the phone for a practice three way call. Boom. Done. Two more until you can handle it on your own. 😊
- Bob Heilig – episode 18: *My Morning Routine*
- 5 product reach outs
- 5 business reach outs
- 5 new friend requests (not RF people)
- Lifestyle Post

Goals for Week 3:

- Setting up RF Payday
- Two Business three way call
- Flash Sales!
- 5 Opportunity Posts

Ghost PC account/Flash Sales:

In order to run a flash sale, you will need a **ghost account**, a ghost account is an account under someone else's name and a different CC#, but it still ships to you. This is where you will put those loose end retail sales (aka – not \$80). This is also where you will put flash sale orders in.

For a flash sale you will post a product and offer out the door retail value. No tax, no commitment. Then you will have people either paypal you, give you a check, or cash.

Day 1:

****Add your consultant to GRIT messaging thread**

- You WILL bring two more calls to your sponsor this week. Time to make sure you're getting those scheduled ASAP.
- How To Set up Payday Video - <https://www.youtube.com/watch?v=u19ffVxD39k>
- Bob Heilig episode 16: *Stop Trying to Sell on Facebook*
- 10 business reach outs
- 5 new friend requests (not RF people)
- Before and After

Day 2:

- Get 5 people who are willing to do opportunity posts for you! See "posts" section to see verbiage and approach. Get those opportunity posts out by the end of the week!
- 10 business reach outs
- 5 new friend requests (not RF people)
- Business Post

Day 3:

- When are those three way calls?!
- Bob Heilig Episode 22: *The Power and Importance of 3-Way Calls*
- 10 business reach outs
- 5 new friend requests (not RF people)
- Lifestyle Post

Day 4:

- Where are those opportunity posts at?
- 10 business reach outs
- 5 new friend requests (not RF people)
- Before and After/Lifestyle

Day 5:

- You Probably should have at least one of those two three way calls done...just saying!
- Bob Heilig Episode 21: *The Slight Edge Philosophy*
- 10 business reach outs
- 5 new friend requests (not RF people)
- Lifestyle Post

Day 6:

- 10 business reach outs
- 5 new friend requests (not RF people)
- Business Post

Day 7:

- Bob Heilig Episode 25: *Understanding the 4 Personality Types*
- 10 business reach outs
- 5 new friend requests (not RF people)
- Business Post/Flash Sale

**Have you complete the two more three way calls? Do you have 5 opportunity posts out there?
If not...you work until you do 😊**

Goals for Week 4:

- Vision planning WEEK: get ready to set some big goals for yourself.
- VIDEO – Okay, you can do it! Make your very first video introducing your business and showcasing 2 of your can't live without products!
- First initial call alone! Get someone on the phone for an initial call
- Business cards – What is a business owner without any cards? Go to vistaprint.com for some good deals and cute designs!
- Mini-facials

Day 1:

- You'll want to schedule your first solo initial call! Sometime this week. Bonus if you can get 2**
- Order those Biz cards! Vistaprint.com 😊
- Bob Heilig episode 34: *Top 5 Ways to Use Facebook Live to Grow Your Business*
- 10 business reach outs
- Before and After

Day 2:

- Go to the "Compelling Vision" document in the FILE section of the team GRIT page. Fill out that work sheet. This will take you probably a few days!
- 10 business reach outs
- Before and After

Day 3:

- Compelling Vision continued...
- Do you have an initial call scheduled yet??
- Do you have
- 10 business reach outs
- Before and After
- Bob Heilig Episode 2: *Stop Promoting your Company and Start Promoting Yourself*

Day 4:

- Compelling vision continued...
- 10 business reach outs
- Before and After

Day 5:

- Still working on that vision?
- How's that call going?
- 10 business reach outs
- Before and After
- Bob Heilig episode 3: How to not suck at cold market recruiting

Day 6:

- Start thinking about that video! Which products are your favorites?
- 10 business reach outs
- Before and After

Day 7:

- Make a quick video for Facebook! You can do it ☺ Showcase two of your favorite products. Be genuine and be you!
- 10 business reach outs
- Before and After
- Bob Heilig episode 8: *How to Approach people that have already told you No.*

You should have completed the Compelling Vision worksheet, and I hope that you really spent some good time on things there. The landscape of your dreams is really important to the longevity of your business. Also...How about that call? Have you done that yet? If not, send 20 reach outs!

Personal & Professional Development: Go Above and Beyond

- Finish any unwatched Bob Podcasts! Then go follow him on Periscope or Facebook.
- *Lean In: Women, Work, and the Will to Lead* by Sheryl Sandberg.
- *Ladies Who Launch*, by Victoria Colligan, Beth Schoenfeld with Amy Swift.
- *#GIRLBOSS* by Sophia Amoruso
- *The Flip Flop CEO | Get a Life*

Feel Free to offer updates and suggestions to get it added to the list!