

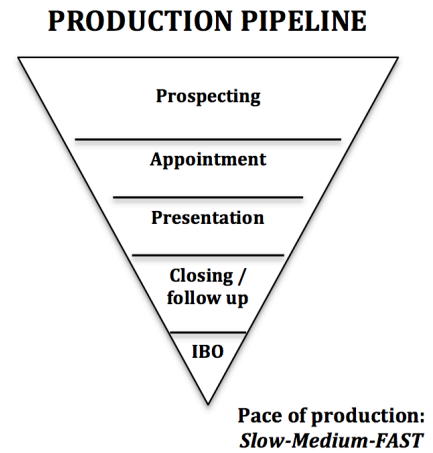
***REVOLUTION ELITE ONLY RD IN 90 DAYS SOCIAL MEDIA TRAINING #NEXTGEN**

Every IBO has two networks of people.

Number one = their own. Number two = everyone else's.

Phase 1 includes recruiting personal prospects *AND* your peoples prospects.

**Use this document to start a spark.
Turn the spark into a small flame.
Grow the flame to an inferno.**



TWO REQUIREMENTS FOR SUCCESS-

1) W-O-R-K: You must be willing to “**WORK**” harder than ever before (Presentations, launches, PBRs, phone calls, zoom presentations, more social media posts, etc.)

2) R-E-L-A-T-I-O-N-S-H-I-P: Any system is 100x more effective if you leverage a relationship and utilize trust (Yours, your friends, and your friends’ friends)

Imagine this:

- The *key* unlocks the *door* = Edification from prospect about leader or new IBO and trust created.
- The *door* leads to a *hallway* = PBR, a sitdown, attending a BOM, a social media post.
- The *hallway eventually* leads to your *why* = the concept of taprooting.
- Your *why* is at the end of the hallway = the goals you set.

Consider the Possibilities

What if every launch you did the IBO was already qualified or an CQ?

What if every PBR you did your host was already a CQ and had a check on the table as guests came in?

Would the new IBO be more likely to follow our system? Would the new IBO / CQ invite more people? Would the host / new IBO “close” more volume at a meeting based on their belief and “fear of loss?”

Understand the game to play. Each of us must have an objective. You and your team must have a goal or a focus. You can’t win something if you don’t know what the actual game is.

This game is called **LEVELS**. How many levels deep can you go in someone’s network by the next Saturday training event. Focus on breaking at least 5 levels under someone by the next event and having representation in that leg. Based on all of the **FEAR OF LOSS** created, watch what happens. The two requirements to play the game are **WORK** (willing to do presentations) and **RELATIONSHIPS** (theirs and yours). Your success in the game **LEVELS** is based on **EXPOSURES**. How fast can you get in front of people? How fast can you get in front of “quality prospects” and present? How fast can you introduce a new IBO, then another, then another straight down multiple **LEVELS** deep? The quality of prospect and “result” is enhanced when you utilize relationships.

*Remember to attack your network first. Once you have someone to work with from your network begin to approach everyone in “everyone else’s network” at the same time.

YOUR NETWORK:

*Use the following technique AFTER you have hosted PBRs, been launched, and feel comfortable with the normal invite texts and scripts.

10 PIQUES A DAY 6 DAYS A WEEK- Create a possibility of interest for someone by using resources like social media, email, just being out and about, etc.

***COMPOUND EFFECT: 60 NEW PIQUES A WEEK-> 240 NEW/ MONTH.**

Sample Facebook Pique:

“__(Their name)__! So question for you... I am looking for someone to head up a new team. Specifically in the PA / NJ / DE areas but not required. It could be part-time or full time. Would you have any interest? If not would you know anyone that would? I figured I'd reach out to some old college friends! Hope you and the family are well!”

Consider psychology with above script.

- 1) Use their name at the beginning of each script used. This obviously makes it more personal.
- 2) *“Looking for someone to head up a new team”* lets them know this has to do with business and saves you from wasting time and talking back and forth to someone that would not be interested.
- 3) *“Specifically in _____ areas but not required”* gives a specific region but in case they don't live there or know someone that would be interested that doesn't live there you can still recruit them.
- 4) *“Would you have an interest or do you know someone who would? If they are interested they will ask for more info. If not they may refer you. Either way this part of the script leaves a door open.*
- 5) *“I figured I'd reach out to some _____ college friends.”* This makes the script authentic and it allows you to talk to all of your mutual friends with this person.

***Simply cut and paste the script; just remember to change the name of prospect**

Questions:

While our goal is to get an appointment and do presentation, you will increase this possibility if you have the prospects begin selling themselves rather than you selling them. Create value for what you are asking them and make sure they understand it is you that is doing them a favor by being willing to present or explain.

If they ask *“what kind of team”* or *“what would I be doing”* respond:

- 1) *“Well we do a bunch of things. First, what is your background in? We haven't spoke in so long- what have you done since school and what is your experience in?”*
- 2) *“It deals with telecom, utilities, solar, and banking. What's your background and experience in?”*

Whatever they respond with then say *“Great! Do you have a few minutes to speak on the phone?”

Utilize whatever 3 min script to explain residual income and opportunity you like, or simply 3way call with your mentor after you edify your leader and let them explain it.

THE MAJOR GOAL IS TO GET IN FRONT OF THESE PROSPECTS AND SHOW THEM THE BUSINESS.

- Face to face contact always increases the sign up ratio.
- *If out-of-town utilize recorded zoom presentation or REP at www.RevEliteSupport.com . Zoom conference calling or facetime will greatly increase your success ratio with out of town prospects.
- If they don't respond after you follow-up (after they review video) then move on or ask to become a customer.

MOVE WITH SPEED AND URGENCY! FOCUS ON DEPTH AND PROSPECTS IN PIPELINE! FASTER!

THEIR NETWORK:

- Cold market is punishment for not developing or growing your warm market! Add to your network everyday through your personal contacts (pbr sign in sheets, social media, referrals).
- Create coachable prospects and new IBOs with RESULTS. The faster you work and more results you obtain the less resistance you will get.

Rev Elite Social Media Landing Page System-

Personal domain name -> Landing page -> Redirected to www.RevEliteSupport.com OR your facebook

1. Purchase a personal domain name @ www.GoDaddy.com (\$12-15 per year). Make it as simple to spell and short as possible. The longer the website name the more likely the wrong thing will be typed when its being promoted.
2. Purchase a landing page and download app at www.RevProSystem.com (\$37-47 per month- you must use website referenced to get discount). This page will sort for serious prospects and capture all genuinely interested prospects info.
3. Enter required info, download app on phone after account is created, and create template. Select “edit,” “my pages,” then “classic template.” Choose the one that you like, and upload whatever pics or videos to template.
4. In bottom left of template screen, enter www.RevEliteSupport.com (or your facebook profile) as the site you want all your prospects sent to following them entering in their info to get details.
5. Copy your new onlinesalespro website name you created, and paste in the “forwarding” section in your godaddy domain name site. This can be found by logging into your godaddy and clicking on “manage” *Make sure you do NOT “mask” your site (you will notice that option available under forwarding in godaddy)
6. If you haven’t downloaded app and logged in yet, do that now. In the upper left corner click on “quick replies.” Edit a response text to say “Hey! My name is ___ and I was alerted you requested more info on working from home and making more money from my website. I believe we have a mutual friend. What exactly are you looking for and how can I help you?”

*After leads begin to come through, go to your facebook page and search the name of the lead. You will likely see a mutual friend being the person that recently made the new facebook or IG post. If you can confirm who the mutual friend is, reference them in your custom text response to the new lead. Utilizing the script just referenced in step #6, add the name of the mutual friend. For example:

“Hey! My name is ___ and I was alerted you requested more info on working from home and making more money from my website. I also understand you’re a friend of ___ (person who created social media post) .What exactly are you looking for and how can I help you?”

Main way to see results from your new IBO or prospects post and pictures:

- 1) **Utilize relationships-** It’s all about the relationships and trust. Friends of friends of friends.
 - 2) **Leverage tools** in photo- cars, lifestyle, retirement, freedom, CQ certificates, promotions, etc
 - 3) **Language in the post to create curiosity-**
 - a) “part-time hours but full-time income”
 - b) “setting my own hours”
 - c) working with someone who is super successful
- Every IBO you launch or meet take a picture with YOUR phone. Use picture / labeling app and add your website, then text to new IBO. Have them post; along with a paragraph you coach them on writing.
 - For every prospect at PBR; if open to it take a picture of them after the PBR (next to car, w/ leader, etc.). Follow the same steps as you would with a new IBO. Have them post on their Facebook wall before they leave.
 - *If hesitant about posting something simply let them know you have access to software that will determine how many of their friends are interested and help them if they ever were to start.

*APPS FOR LABELING PICTURES- 1) Pic Frame 2) Typorama

TAPROOT -> TAPROOT -> TAPROOT! WHO CAN YOU PRESENT TO NEXT? (THINK LEVELS)

We Work Against Two Things: Time & Human Behavior!

New IBOs experience fear when starting (worried what their friends may think or that it may not work for them)
If it then takes too long to get in front of their contacts -> Excitement goes down -> Small # of prospecting calls ->
Lack of interest from network -> Too long to get paid -> possible 10 day cancel (you never hear from them again)
***Worst thing is you will lose access to their network!**

VS

All friends in their social network get piqued. Only “interested” people reach out.

(Think HUNTING vs FISHING)

Pre-sorted by the prospects requesting more info at your landing page -> You text / call / email them -> Build rapport and share some basics -> Set up exposure (if local do sitdown or BOM / if out of area schedule facetime or zoom call and present -> Follow-up -> **leverage money spots or an app** -> create value for training

***Tip- add new prospect on social media. Research person before talking (assists in relating)**

New IBO leads to a new IBO leads to a new IBO! How fast can you go? Keep presenting and duplicating this process. You wind up only presenting to seriously “serious” prospects!

Coach person posting on what to say online just like you coach a new IBO on what to say on phone during a launch.

Make sure they know to **DELETE ANY NEGATIVE OR IDIOTIC POSTS ON THEIR WALL**. Tell them don't debate or argue... just delete. Facebook is great because of the endless possibilities, however it can also hurt someone's business if not done correctly or monitored.

Teach new person posting to keep prospects curious. Don't give in to questions. If anything, invite to event or PBR.



KEYS REGARDING FACEBOOK POSTS:

- 1) If using picture displaying tools (cars, houses, etc.) make sure the picture is taken at the best possible angle and the best lighting is used. Also, remember the goal is not to mislead in ANY way, but to simply get attention for the new prospect and the post. The person posting can always reference their “mentor.”

For example: “*My mentors Lambo isn’t bad either!*”

- 2) You don’t need to own a Lambo or Bentley to produce results. It’s not the new IBO or you actually owning the car creates interest, it’s the post and what the picture includes.
- 3) Even if you haven’t become a “millionaire” through ACN, you can still have your new IBO / prospect reference how “excited they are to work with you” or “successful” you are. You can even reference someone else “directly that has become a millionaire.” Or simply “*their monthly billing in their business is 100k per month.*” Be cautious with your posts, but DO NOT overthink it.

DETERMINE SOURCE OF LEAD:

- 1) If you haven’t done so yet, go onto Facebook, type in the name of lead under the “search” category. Instantly any mutual friends of this person and you will pop up. It is usually easy to identify whose post they saw to lead to them going to landing page.
- 2) Ask your new IBO or prospect to let you know when they post. Generally the leads will come in within 24 hours of them posting.
- 3) Simply ask the newest IBOs / prospects your working with if they know the name of the lead.

TEXT or CALL PROSPECT IMMEDIATELY!

FOLLOW UP TEXT:

YOU: “*Hey Lauren! My name is Casey Snyder- I was just alerted that you requested more info on working from home and making more money. I also understand you're a friend of Micheles. What exactly are you looking for at this time?*”

THEM: “*Just wanted to know what this is.*”

YOU: “*Great. Well a friend of Lauren is a friend of mine. So what is your background and experience in?*”

LET THEM SELL THEMSELVES TO YOU AND SET UP AN APPOINTMENT BASED ON CONVERSATION AND PERSONALITY TYPE.

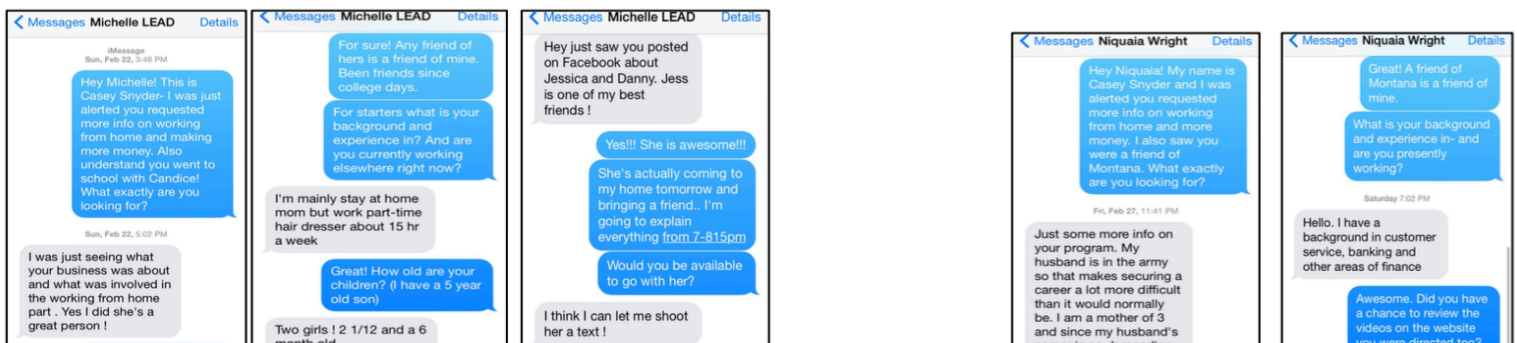
Example:

THEM: “*I’m a nurse full-time and I love helping people.*”

YOU: “*Great! We actually are leading a charity called “PROJECT FEEDING KIDS.”*”

***Tip- if possible sit down with them within 24 hours of speaking. By meeting with them so fast you’re able to move quickly through levels and networks. If event is too soon or prospect is unavailable, then invite to hosts pbr or that event.**

Samples:



BUILDING MOMENTUM

After your new IBO has success of ANY kind promote it. Remember a lot of their contacts are simply watching to see how they do with it. If you promote it the right way their friends will see that they are having success. This will lead to more leads.

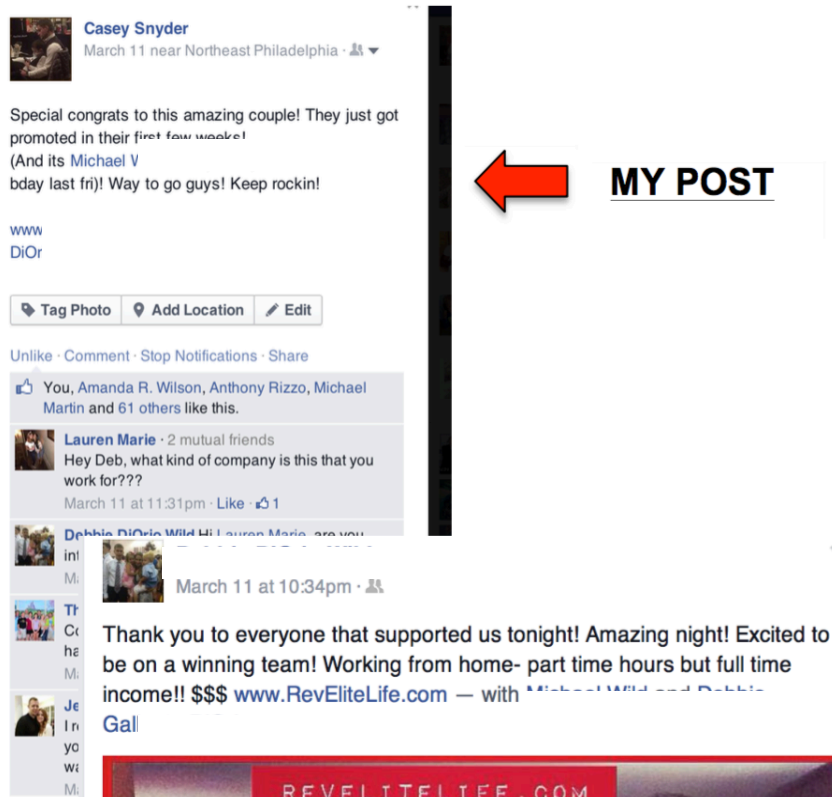
Step 1) You promote them with a picture or post.

Step 2) They promote themselves with a picture / post OR “share” the post you did. Whenever they post something more of their friends will see it then when you do it.

*This has a significant positive affect on everyone’s business because the world of social media sees these people having success and it continues to generate more curiosity. Many networks are intertwined, so after you repeat this process a couple of times more and more leads will come through.

*Tip- Continue to limit promoting ACN in any pictures or on any posts as it eliminates the curiosity factor and will reduce your overall number of exposures.

SAMPLES:



SUCCESSFUL IBO POST AFTER 





MY POST
***including new IBOs with their checks**

SUCCESSFUL IBO POST "SHARING" PREVIOUS POST



MY POST ON SUCCESS NEW IBO HAS HAD SO FAR
***bonuses and stats referenced**



Add your label to all things you do worth "sharing...". Then, as other people share your picture or post, it is free advertising for your landing page. Tag other people in the post or picture, and it will also show up on their walls again and lead to more advertising.

When a IBO says they will be a RVP... but can't make Charlotte... & will go to 'next' one.



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Casey Snyder
February 7 · Edited · 🌐
Ummm, Ruggert. Have a nice life. 🙄
www.RevEliteLife.com — with Tessa Snyder
Tag Photo Add Location Edit
Unlike · Comment · Stop Notifications · Share
You, Josh Santos, Calvina Walker, Joshua MoguMichael Butler and 32 others like this.
Mike Ced Gabriel LCL, John Boto Gabriel February 8 at 8:23am · Like · 🗨️ · 2
Marlene Dean Farren Ho so cute February 8 at 8:58am · Like · 🗨️ · 1
Write a comment...

Casey Snyder added a new photo.
February 19 at 7:32pm · Edited · 🌐

Wanted to personally thank Nate from Barskys on Jewelers Row in Philly for signing up to save money on his energy bill- and feeding children every time he pays it! Close to 20% savings!!! Large bill! Wedding bands & a new energy customer... Can't beat it!
*If you look close you'll see Jake & his mischievous grin after positioning spongebob to photo bomb us.
#familybusiness #loveit #askeveryone
#workfromhome... See More — with Tessa Snyder at Barsky Diamonds.




Casey Snyder
February 1 · Edited · 🌐

National holiday today! Not #sb49, it's Tessa Snyder birthday! Shopping spree all day!!
www.RevEliteLife.com — with Tessa Snyder
Tag Photo Add Location Edit
Unlike · Comment · Stop Notifications · Share
You, Maggie Willard, Amanda Melasecca, Gary Spickerman and 77 others like this.
View 3 more comments
Camella Cristofaro Happy birthday Tessa! February 1 at 9:30pm · Like · 🗨️ · 1
Jessica Desiderio Divall February 1 at 10:42pm · Like · 🗨️ · 1
John Izak · Friends with Tessa Snyder Your a lucky guy Casey! February 2 at 1:10am · Like · 🗨️ · 2
Mark Rivera Happy Birthday Tessa! February 2 at 7:53pm · Like · 🗨️ · 1
Jacqui Go Happy Birthday Tessa! February 2 at 12:43pm · Like · 🗨️ · 1
Marlene Brehm Live it Up! 🎉 Happy Birthday!! February 2 at 11:08pm · Like · 🗨️ · 1
Write a comment...

OTHER IDEAS:

Ask your friends to post on their wall (it is their wall... so their relationships) sharing what you're looking for. This also helps you with edification.



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Nikki Bhogal
11 hrs near New York, NY · 🌐
Allowed on Timeline

Two close friends of mine are looking for people to head up a new team in NJ / PA, but not required (other areas possible as well). Could be part-time or full-time. If anyone is interested, or know anyone that may be you can get more info at www.RevEliteLife.com
#family #bentley — with Casey Snyder and Tessa Snyder.
Tag Photo Add Location
Unlike · Comment · Stop Notifications · Share
You, Tessa Snyder, Kelly Wilson, William G... 16 others like this. Post a sticker
Write a comment...

Friend Requests See All
Christopher Wright
8 mutual friends
Confirm Friend

What if you paid someone \$20 to do a post for you? Like the sample above? Think advertising... think taprooting...