

SUCCESS SYSTEM

You are looking for people who are looking! Your job is to identify qualified prospects then put our marketing message in front of them.

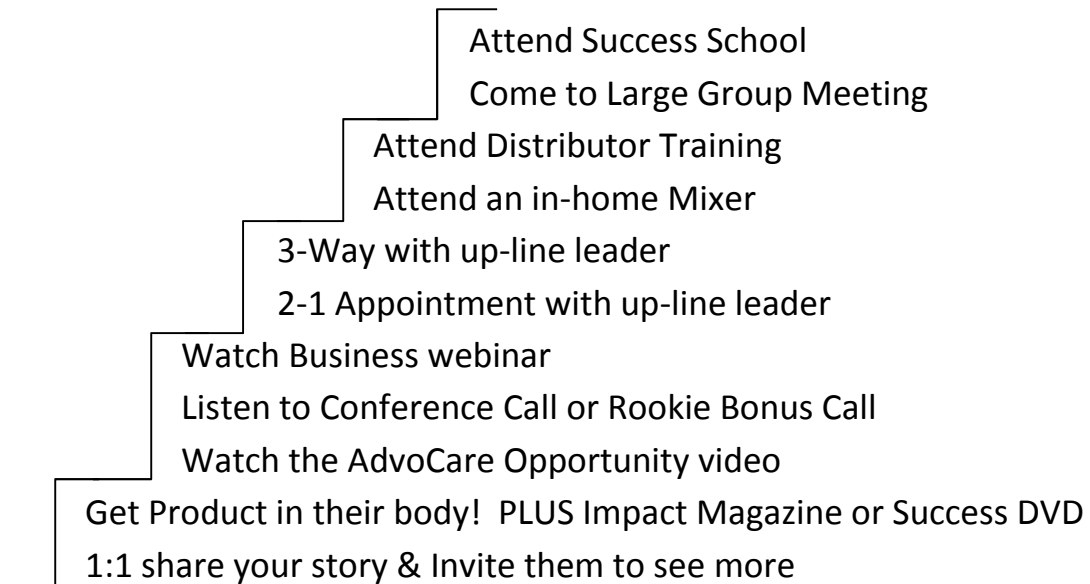
At each step, give them enough information so they can make a right decision for them. People will sort themselves! Keep it simple – follow up and ask:

- “Do you get this?” “Yes!” “Great! Ready to get started?”
- “Do you get this?” “Not yet” – escalate up the ladder and follow up!



4 Ways to Be Involved:

1. Retail Customer
2. Wholesale Customer
3. Distributor
4. Advisor



Each “step” in the AdvoCare Success System is there to build upon the previous step to give the new person enough information to take action and get started in the business or get started as a customer.