

## FAST START PROGRAM

# 7 DAYS TO EARLY SUCCESS

Rock your business from day one with our simple and streamlined formula: **Love, Share, Lead.**

<h3>LOVE </h3> <p>the products. Switch from the products you normally use to the Sunrider® products you love. Select an Autoship Pack now at <a href="http://Shop.Sunrider.com">Shop.Sunrider.com</a></p>	<h3>SHARE </h3> <p>your story and our products. Use the marketing tools available at <a href="http://www.sunrider.com/why">www.sunrider.com/why</a> to share Sunrider with prospects.</p>	<h3>LEAD </h3> <p>others. Success starts at the enrollment. Be mentored. Become a mentor. Guide your new IBOs and get them on the right track from day one.</p>
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Sponsor new IBOs, teach them how to **Love, Share, Lead**, and receive a **5% Fast Start Bonus** on their personal sales for their **first 3 full months!**

## From Walk-through to Breakthrough in 5 EASY STEPS

### STEP 1: SET GOALS / DAY 1

What's your goal?

Personal goals: \_\_\_\_\_

Income goals: \$ \_\_\_\_\_ in 6 months. \$ \_\_\_\_\_ in 1-2 years. \$ \_\_\_\_\_ in 3-5 years.

Time goals: \_\_\_\_\_ hours per week working toward my goals.

What's your dream: \_\_\_\_\_

Define your "Why" \_\_\_\_\_

▶▶ **Remember:** It's not only about how much you want to succeed, it's also about how hard you're willing to work for it.

### STEP 2: LEARN THE BASICS / DAY 1

- Go to [www.Sunrider.com/Why](http://www.Sunrider.com/Why) to:
  - Watch the "Why Choose Sunrider?" video as well as other company videos.
  - Get the downloadable "Fast Start Program: Compensation Plan Basics" flyer, and learn how to earn bonuses right away.
- Visit Sunrider University (SRU) to keep learning about the products and the business. Log in to [business.sunrider.com](http://business.sunrider.com) and click SRU (or link to SRU from your IBO Pages).
- Join the weekly Sunrider IBO webinar held every Tuesday night. Log in to the Business Center and click Training section.

### STEP 3: CREATE A LIST / DAY 1

Build leadership. Build a team. Who are the 25 people you'd most like to work with? Think of people who are goal driven, fun to work with, and entrepreneurial minded.

1. _____	6. _____	11. _____	16. _____	21. _____
2. _____	7. _____	12. _____	17. _____	22. _____
3. _____	8. _____	13. _____	18. _____	23. _____
4. _____	9. _____	14. _____	19. _____	24. _____
5. _____	10. _____	15. _____	20. _____	25. _____

▶▶ **Remember:** Work together with your upline/team member. Host a Shake & Tea Party. Contact 25 people. The goal is to keep contacting and sharing Sunrider with at least 5 people a day.

# GET SOCIAL: LIKE. COMMENT. SHARE.

Social media can help you maximize your time, effectiveness, and productivity.

- Start posting your routines, recipes, and stories on your social media.
- Follow Sunrider's Facebook page, Instagram, YouTube channel, and Twitter.
- Show your prospects that there is a support system and a team ready to help them.

▶ **Use our MAPs:** Log in to the Business Center, click MAPs, and learn about our Marketing Approach Plans (MAPs): Grow your Business Online in 15 minutes a Day. It's a simple, easy, and effective way to communicate.

## FOLLOW SUNRIDER ON:

Facebook: [www.facebook.com/sunrider](http://www.facebook.com/sunrider)

Twitter: [www.twitter.com/sunrider](http://www.twitter.com/sunrider)

Instagram: [www.instagram.com/sunriderintl](http://www.instagram.com/sunriderintl)

Youtube: [www.youtube.com/sunriderintl](http://www.youtube.com/sunriderintl)



## STEP 4: SHARE & LEAD / DAYS 2-6

Turn that list of 25 prospects into IBOs and Customers.

**It's as simple as 1, 2, 3:**

- 1. Share the tools** (e.g., [www.sunrider.com/why](http://www.sunrider.com/why)) to create interest via text, chat, or email.
- 2. Follow up** by inviting prospects to a presentation via phone call, in-person talk, or social media.
- 3. Present** using a home party, virtual meeting, 3-way call, or sit-down meeting.

### 1. SHARE THE TOOLS

Conversation example:

"Hey \_\_\_\_\_, I really respect your opinion. I got involved with something I think you'd really be interested in. Can I send you a video to check out?"

Share this video by email, chat, or text:

[www.sunrider.com/why](http://www.sunrider.com/why)

Ask them, "When will you watch it?"

Follow up accordingly.

### 2. FOLLOW UP

Invite (Shake & Tea Party\*, Opportunity Meeting\*, Virtual Meeting, or 3-Way Call)

- Create a sense of urgency.
- Don't "sell and tell."
- The aim of the follow-up is to continue the education at the event.

\* Log in to the Business Center and click the Training section for detailed information about this event/meeting.

Follow-up conversation example:

"What did you like about the video?"

*Sounds like you're looking to get more information."*

(Now invite them to a event/Shake & Tea Party, an in-person meeting, a 3-way phone call, or a webinar.)

### 3. PRESENT:

Have your upline or team members present for you to show support, credibility, and duplication. This shows the prospect that there is a support system and that "I can do this too."

Keep it simple and upbeat.

**Use the Opportunity Presentation available at [business.sunrider.com](http://business.sunrider.com)**

**Cover these key areas during your presentation:**

- **The Dream.** Get to know people's dreams by asking these 3 questions:

1. Do you like what you are doing?
2. Is there something you would like to do, or somewhere you would like to go?
3. Do you have a way to reach your dreams? This question is an invitation for you to share your business. If there is no dream, you can share the products and turn that person into a customer.

- **The Team.** Let the prospect know your team is ready to support them:

- "You're going into business for yourself, but you're not by yourself."

• Show them that there is a lot of support provided by you, your team, and Sunrider.

- **The Company and Products.** Tell people why you chose Sunrider:

- Share the history of Sunrider
- Sunrider is financially independent and a family-owned company
- Share your testimonials
- Offer product samples

- **The Compensation Plan.** Keep it as basic as possible:

- Use the Fast Start Program Compensation Plan Basics handout
- Give examples of how it works
- Talk about duplication

- **Back to the Dream.** Remind people of the reasons why they want to change their lives.

- Focus on providing solutions to people's needs.
- Ask them what additional information they need to decide to move forward.
- A lot of detailed information isn't necessary; you don't want to overwhelm them.

▶ **Remember:** Discover the person's story. Find out their "why"—and what their dreams are. Ask about their needs and income goals. Be a good listener.

## STEP 5: KEEP BUILDING / DAY 7 AND BEYOND...

Check your score. Did you complete the steps? Remember to ask your sponsor or your dedicated Sunrider staff if you need support. Keep loving, sharing, and leading every day. Set goals for the number of people you're going to share and present Sunrider to:

week 1 \_\_\_\_\_ week 2 \_\_\_\_\_ week 3 \_\_\_\_\_ week 4 \_\_\_\_\_

Become a Star Elite. \_\_\_\_\_  
month / day / year

Help others become Star Elite. \_\_\_\_\_  
month / day / year

**\$100 STAR ELITE ADVANCEMENT BONUS:** Advance to Star Elite or if you're already a Star Elite, sponsor someone else who advances to Star Elite within their first 3 full months of joining and receive a \$100 bonus.

▶ **Remember:** Team up with your sponsor to share and present Sunrider.

Learn more about the Infinity Compensation Plan by visiting your Business Center at [business.sunrider.com](http://business.sunrider.com)

## INFORMATION TO SAVE:

Upline contact details:

\_\_\_\_\_

Sponsor's contact info:

\_\_\_\_\_

Sunrider ID#

\_\_\_\_\_

Sunrider.com login password:

\_\_\_\_\_

Personal website (IBO Page):

\_\_\_\_\_

IBO Services Department: M-F, 9am-4pm PST  
(310) 781-8096, [info@sunrider.com](mailto:info@sunrider.com)