

Step 1

Make your Top 10 List

Text this to the 3 most supportive people

Can you help me? I'm in training with my new company, and I need to watch my trainer share our services with 3 different people this week on a QUICK 15 MINUTE CALL OR ZOOM.

You may or may not be interested in our services and that's ok, but you would really be helping me by letting me do this. Do you have 15 minutes free today or tomorrow to help me? Does morning or afternoon work better for you?

Then, text this to the 7 other people:

I started a part time business and I'm trying to get the word out about the services I'm offering. Can you do me a favor and watch this short 3 minute video and let me know what's your favorite part?
<https://lsids.now.site>

Then follow up 3 way call & Invite to Live Event

Step 2

Have a Virtual Grand Opening in your 1-7 Days!

Hi, how are you? I wanted to let you know I started a business! I'm excited and launching it on the web this SUNDAY 3PM.

Would you support me by joining me on the web to hear what I'm doing and pass my name to others who could use my services? It would mean the world to me if you could join me on zoom this SUNDAY 3PM.

(Send confirmation text the morning of)

Step 3

Do 2 New Exposures a Day

"I'd love to show you what I'm doing!

It'll only take a few minutes, and you may or may not be personally interested, but you might know someone who is!"

OR "Just curious, do you keep your income options open to side projects if the money is exciting enough?"

(Share Video or Book Sit Down)

FOLLOW UP TO 3 WAY CALL

"Thanks for taking a look! I'd love to hear what you liked best or what stood out to you? I felt the same way too! I'd love to introduce you to my business partner who has been so helpful to me. They're extremely knowledgeable and successful and we've been having a lot of fun together. Hold on, let me see if I can get them on the phone."

INVITE TO **LIVE EVENT** or **ZOOM**, SEND VIDEO & DRIP

The 5 Step Exposure Process

Your Daily Goal: Expose 2 new people a day

1. SHARE

“I’d love to show you what I’m doing! It’ll only take a few minutes and you may or may not be personally interested, but you might know someone who is. Got a few minutes?” OR
“Do you keep your income options open to side projects if the money is exciting enough?”

2. TOOL

Use a tool! Share a video or flipchart:

LegalShield Video

Our Time is Now

Private Business Overview

Or PPLSI Flip Chart

3. 3-WAY CALL

“I’d love to introduce you to my business partner who has been so helpful to me.

They’re extremely knowledgeable and successful and we’ve been having a lot of fun together!

Hold on, let me get them on the line.”

4. LIVE EVENT

Invite them to a LIVE event (sometimes they need to see it to believe it):

LIVE Zoom

Super Saturday

Luncheon

5. DRIP

Drip on them with additional tools & events until they’re ready to sign up:

Testimonial Videos, Profiles of Success, News Articles, Brochures, Luncheons, and Super Saturdays!