



# Smart Start Checklist – How to Get Off to Fast Start

## \*INVEST IN \$499 RUBY BUSINESS PACKAGE (16 BOXES)

Why should you start out with the \$499 Business Builder?

Starting at Business Builder does 4 things for you over other entry levels. It's the Optimum way to start. It's also the least price per Coffee Serving. (Recoup your Investment after 27 Trial Packs or 9 Boxes)

1. You start at Ruby-4 Levels UP in the compensation structure.
2. You get the MOST products for the least amount of money.
3. You tap into the Legacy Code on your 4th enrollment and it maximizes your commissions.
4. By joining at this level, a higher % of your personals will start here too. Increasing group volume and helping you to advance in plan quicker. People will duplicate what you do or less.

## \*CONNECT CALL (INTRODUCTORY/WELCOME CALL)

Introduce your potential prospect or new IR to your business partners. This is vital for new prospects. You can do this via phone, Zoom or FACETIME or 3 way texts. WHY? Because the connect call validates...WHATdo people want:

- Does the product work?
- Will I get help in this business?
- What is my timing like getting involved in this business?
- Can I make money and what is the potential for growth?

As you bring on new people, introduce them to your enroller and at least 2 other business partners. You can introduce this as a WELCOME or Introductory Call! IF it is intimidating for you to do a connect call, Zoom or FACETIME, then the next best thing to do is connect your business partner with your prospect or new IR on a group text or **FACEBOOK** message to connect the two and open the door for them to meet.

## \*MAKE LIST OF PROSPECTS

- A. Sharpest business minded people you know.
  - B. Your best friends that love, help, and support you (the path of least resistance).
  - C. Product people and people that want health & fitness changes in their life.
- SCRIPT: Send them a short text or **FACEBOOK** message-something like:

*"Hey, I'm so excited! I just got started drinking a new brand of coffee and it's amazing for weight loss, energy, focus, fat burning, and is off the charts for appetite control. I'm just getting started and I thought about you. I have either a 6 day trial or a box of **SlimRoast "Skinny" Coffee** if you would like to try it or if you would like to know more. The business is moving very fast and if you would like to know about getting involved it is very easy to share **SlimRoast "Skinny" Coffee!!!** You will love the taste and everyone is getting fast results!"*  
*"You have got to check out this video that is absolutely incredible of our brand new Product! I can't wait to get your opinion on it...you just have to see it to believe it!"* [Prevailmax.com](http://Prevailmax.com)

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## **\*SEND OUT YOUR 4 MIN VIDEO TO PEOPLE TO EXPOSE THEM TO YOUR NEW BUSINESS**

It will put them in the system for FREE if they pre-enroll or take a FREE Tour at **YOURUSERNAME.Valentusmovie.com** website. When they put in their name, email address and phone number, the system will hold a Pre-enrollment position for FREE and until each Thursday nite @ midnight. They will receive an email from the company if they have anyone that has signed up under them in the binary leg. This will create a sense of urgency or fear of loss to sign up as a Member or Preferred Customer so that they can keep their position and not lose the people that have signed up below them. If they don't upgrade by Thursday at midnight, their position falls to the bottom of the leg and will eventually disappear. This is "**LEAP FROG**" night!

Here is a great way to contact people via **FACEBOOK** messenger, text or email. Try it...It's a numbers game. Always compliment and ask a question!! You can change it based on who you are talking to. Remember less is more! It's not what you say it's how you say it. PS Don't mention **Valentus** name or anything about company!!

### **1st message!**

*"Do you drink coffee?"*

*"(NAME of Person), I am very Excited about what is Happening!" (you can even add in my new business)...*

*After they respond!*

### **2nd Message!**

*"(NAME of Person), Can you do me A Favor? Can you please take a FREE Tour & Watch my 4 minute Movie? I value your opinion & I can't wait to hear your feedback!*

*Thank You so much!*

*(NAME of Person)...Talk to you in the morning!"*

[Yourusername.valentustour.com](http://Yourusername.valentustour.com)

### **Follow-up message!**

*"GOOD MORNING (NAME of Person)!*

*Thank You So Much for watching my Movie. I can't wait to hear your Feedback, Now can you see why I'm so Excited? Let me tell you what has happened already."*

*Share your testimony and try to do a connect call if they mention or hint about business, selling or if they have done direct sales.*

*Send your Movie to 10-20 **FACEBOOK** Friends EVERY Night before Bed...*

**Repeat, Repeat, Repeat!**



Go to [www.theprevailmethod.com](http://www.theprevailmethod.com) for instructions on how to:

**\*SET UP YOUR FACEBOOK GROUP**

Create a **FACEBOOK** group (be sure it's CLOSED and NOT public or secret)! Next, add your **FACEBOOK** friends from your personal page (at least 250 or more). Have your sponsor and business partners make comments about their excitement about "Skinny" Coffee as well. As your prospects from this group begin to sample or buy **SlimRoast** "Skinny" Coffee and or other Prevail Products, ask them to post their excitement and results as well. Everyone will be promoting collectively. It is very POWERFUL! Continue to add 20 to 25 friends, family etc. each day and tell your spouse or family member to invite to your group if they are not doing the business!!

Post your website (**USERNAME.Valentus.com** or **USERNAME.Valentustour.com** or **USERNAME.Valentusmovie.com**) on every post so your prospects can easily find it. You want your Closed Facebook group to be all about driving traffic to your website. This is your personal prospecting page and **VIRTUAL Storefront**, so be sure and post that you have **SlimRoast** "Skinny" mini trial packs available to sell! Every link for the **Valentus** site on your group is your link to your website for people to take a tour or order. Your posts are about putting a variety of content out to your prospects including testimonies (**bestweightlosscoffee FACEBOOK** Group), information about products, funny and inspirational content etc. When providing information about our 7 incredible Prevail products, always direct people to the correct information about ingredients and other facts to [www.valentusproducts.com](http://www.valentusproducts.com).

You can also state that you are selling out fast and this will prompt them to PM you or direct them to your website to order at the same discount you receive.

As you bring on new members to your team, suggest that they make their own group as well and not to add their friends to your group. When you bring on a new team member, help them launch their own group page by going to [www.theprevailmethod.com](http://www.theprevailmethod.com) and also guide them as well by making some posts to help them achieve success. They can copy posts and pictures from your page and repost to theirs...just make sure they change to their website and information!! This is a great invite or description for your group!

*"I've found something I'm really excited about! If you like Coffee and would like Energy (without jittery feeling) and appetite reduction, PLEASE contact me for more info! No chemicals or artificial sweeteners/flavors. No points, apps, counting calories, etc. I've tried it all...THIS REALLY WORKS! One week trial packs available for \$20."*

Put Image of **SlimRoast** Coffee that has benefits! Send to your new Reps for their page.

**\*\*IMPORTANT\*\*** We suggest that you get at least 2 domain names ([www.godaddy.com](http://www.godaddy.com)) to point your **Valentus** website to your Domain Name! One for the Movie/Tour and one for the **Valentus** order site.



Go to [www.theprevailmethod.com](http://www.theprevailmethod.com) for video on how to make:  
**\*6 DAY TRIAL PACKS**

Trial packs sell for \$20 & Include 6 days of **SlimRoast** Coffee & 1 Trim or Energy or Immune.

Shipping is \$2.67 (you can cover this for your first time customer (which is included in the \$20 charge). You will create approximately 64 Trial Packs to sell!

Set up PayPal, SquareCash, **FACEBOOK** Send or Request Money, VENMO Apps all via phone to collect/send money.

Use a 4X6 plastic bag found in craft section @ Walmart. Put 6 **SlimRoast** Coffee sticks & 1 or 2 Prevail Functional Beverages (Trim, Energy or Immune) and attach either a 3x5 or 4x6 postcard (You can order thru Vista Print or Local Printer) with your contact info and/or Business Card with your website, email & contact number.

***We Love Helping our Team "WIN"!  
This is the Reason for doing the \$499  
Business Builder Package @ \$543 = 16 Boxes  
16 Boxes = 64 Trial Packs  
64 Trial Packs @ \$20 each = \$1,280  
\$1,280-\$543 = \$737 PROFIT***

***Teach Duplication & EVERYBODY WINS! The MORE Trial Packs you get out,  
the MORE LIVES you touch!***





## **\*THE FORTUNE IS IN THE FOLLOW UP!**

Always follow up at the end of the first day.

This is so important when you sale the trial packs or if someone orders directly from your website!

Day 1, 3 and 5 are vital to text, contact or call to see how they are doing and make sure they are ready to order.

Remind them that it takes 4-7 Business days to get their order when they purchase on your website...and they WILL NOT want to go without.

This is what we send out when people ask how they can get the **SlimRoast** Coffee or other Prevail products...We usually do this on day 3 because we know they are going to want to order!!!

### **What to say!**

*"We are so excited for you to get started and get the best discount OR OUR Discount! To order directly you can go to our website: [YOURUSERNAME.valentus.com](http://YOURUSERNAME.valentus.com) because we honestly can't keep any in stock and have sold out!*

*You can get the same discount we do depending on how much you order. If you order 1 box its \$59 plus shipping. If you order 3 boxes its \$129(25%) and 6 boxes its \$199(35%). If you want to do the lifetime one time membership and get the biggest discount it's just \$499(45%) for 16 boxes (\$31 per box) and you get seven websites to share. There are 24 sticks per box. \$2.49 per stick. 16 boxes end up being \$1.30 per stick. The more you order the bigger the discount.*

*This business is so easy it's all done through **FACEBOOK** and social media. No meetings!! You don't have to do that at all if you just want to order the coffee and be a preferred customer, they even have a great referral program to get free product if they do a loyalty purchase. But you don't have to unless you want free products or to share the business.*

*Also if you love the coffee will you help us by sharing with your friends and add them to our **FACEBOOK** group page...**CLOSED FACEBOOK GROUP**.*

*If you want to share this yourself and make money, you can share this on your own group page and do the same!"*

**Go to [www.theprevailmethod.com](http://www.theprevailmethod.com) for instructions on how to:  
HOW TO MAXIMIZE THE COMPENSATION PLAN**

Print out compensation plan (8 pages-This can be found in **Valentus** Back Office or **TPM Website**).

Listen to the recorded videos, audio & any trainings.

THIS IS YOUR BUSINESS. You need to take ownership! Understanding the compensation plan will make it clear to you what you need to do to make more income and become successful in YOUR business.



## \*ROAD TO EMERALD

1. Purchase the \$499 package (16 boxes).
2. Enroll 3 Rubies on your left leg and 3 Rubies on your right leg.
3. Have your upline sponsors (3 Up-line Leaders) help your new rubies get started with their 3 on the left and 3 on the right.
4. Emerald = 5000 points on the left and 5000 points of volume on the right, with at least 500 BV of enroller tree volume in the common shared leg with your upline.
5. To stay qualified you must have 100 BV of personal volume monthly. All qualifying volume starts new at the 1st of every month.
6. **Duplicate, duplicate, duplicate** to get to Diamond fast! Helping your TEAM is so important. Remember anything you do whether GOOD or BAD, you DUPLICATE!!!

## \*DEVELOP YOUR STORY

Develop your story: Product Results and Income Story.

If you are new, use your sponsor's story or someone else's success story.

Measure and weigh (document and take pictures of yourself and scale).

Weight loss: 1st week, 1st month, or any increment of time for a story.

Income story: 1st week, 1st month (how fast to Emerald, Diamond etc.).

Utilize the **Valentus App** Before & Afters & go to [www.bestweightlosscoffee.com](http://www.bestweightlosscoffee.com)

Go to [www.theprevailmethod.com](http://www.theprevailmethod.com) for calls & contact information & to:

## \*STAY CONNECTED

Communicate daily with your daily business partners.

Establish a daily method of operation and plan your day & week.

Listen to all of the Company phone call training @

530-881-1212

Use Pin: 745-112-327#

Replay: [www.Valentuscalls.com](http://www.Valentuscalls.com)

Monday Morning Kickoff Call @ 11:30am CST, 12:30 am EST, 9:30am PST

Tuesday & Thursday Evening Calls @ 8pm CST, 9pm EST, 6pm PST

Saturday Morning Training Call @ 11:30am CST, 12:30 am EST, 9:30am PST

Monday Evening F.O.R.D. Team Call @ 8:30pm CST, 9:30pm EST, 6:30pm PST

712-432-0075

PIN 276751#

Replay: 712-432-1085

PIN 276751#

Please go to [www.theprevailmethod.com](http://www.theprevailmethod.com) business training site for all of your training instructions to as well!!! You need to register at our website and you will receive a password to access...Business Builders Only!

Check out our TEAM Group page @ [The Prevail Method Dream Team!](#)

Download the **Valentus App** for Iphone or Android

