

# **THE PROVE IT CHALLENGE**

**PROSPECTING, APPROACHING,  
PRESENTING & FOLLOW-UP FOR  
SUCCESS!**

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SENIOR DIRECTOR





# Prospecting

**Where are you finding new people?**

- my list of 50
  - social media
  - current members
  - new outlets
- “filling the pipeline constantly”

**Where are your new fishing holes?**

# Approaching

**How am I courting them?:**

- social media posts
- personal messages & emails
- phone calls
- balance and variety



# Presenting



The ABCs...Always Be Closing  
-give opportunities  
-call to action

# Importance of Follow Up

## **Follow up for Success**

- Setting expectations
- Benefits of a system
- How to follow up
- Coaching to the second order

# Setting Expectations

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< 7 day emails



**Christine Van Di...** Tuesday  
To: marissa.ro... & 1 more >

## Health print pre/post 30 day challenge!

Here is the Shaklee Healthprint that i have all my Prove it Challenge friends take pre and post 30 days!

It is a great tool that creates nutrition plans customized for you. I am also using it to gauge where you are in the process of health goals and how you feel before and then after the 30 day challenge!

You'll receive health tips and insights based on your answers, along with a customized set of Shaklee products that fits your health goals, needs and budget.

We can look more closely at those recommendations towards the end of the Prove it Challenge and see what is your best next step!

Use the following link to complete your Shaklee Healthprint:

<https://vandiest.myshaklee.com/us/en/healthprint>

I'm looking forward to discussing your Healthprint results with you. yay!!

# Benefits of a System

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Oct. 24  Thurs.

Ken, Mark, + 2 friends (<sup>only</sup> cleanse) - Day 5

Lorraine, Michael, Janet, Maureen - Day 4

Mom, Dad, Kelsey - Start Monday

Karen, Jim, Melody, Lucas - Start Fri.



# How to Follow Up



## Prove It Challenge Follow up Checklist



### Day 1

Member signs up for challenge  
Date: \_\_\_\_\_

- ☐ Send thank you
- ☐ Add to the Cleanse Facebook Group
- ☐ Enter all reminder follow ups in the back office
- ☒ Company email sent "Challenge Accepted"

<https://www.facebook.com/groups/OfficialShaklee7DayHealthyCleanse>



### Day 2

- ☒ Company email sent "Choose Start Date"

### Day 5/6

- ☐ Follow up call/text
- ☐ Send cleanse recipes and smoothie recipes
- ☒ Company email sent "Prep for Cleanse"

- Products received?
- Review Cleanse/Get Started
- Take measurements and before pictures
- Ask for a photo of member + products and a tag on social
- Have a friend join with you! Offer \$25 "referral" bonus

### Day 9-15 Cleanse Phase

- ☐ Follow up call/text (suggest daily or every other day)
- ☐ Post-cleanse: Ask for testimonial to share on social
- ☒ Company email sent "Post Cleanse Tips" (Day 12)

- How are you feeling?
- What questions do you have?



### Day 16-24 Transition to Strip & Shake

- ☐ Follow up call/text (1-2 times per week)
- ☐ Send shake recipes, tag in Facebook posts

- Support through healthy lifestyle of strip and shake
- How are you feeling?
- What questions do you have?
- Offer \$25 "referral" bonus/business opportunity



### Day 25

- ☐ Follow up call/text
- ☐ Heads up about email coming from

- Review Shaklee Difference
- Share loyalty benefits, offer autoship, place next order
- Offer \$25 "referral" bonus/business opportunity

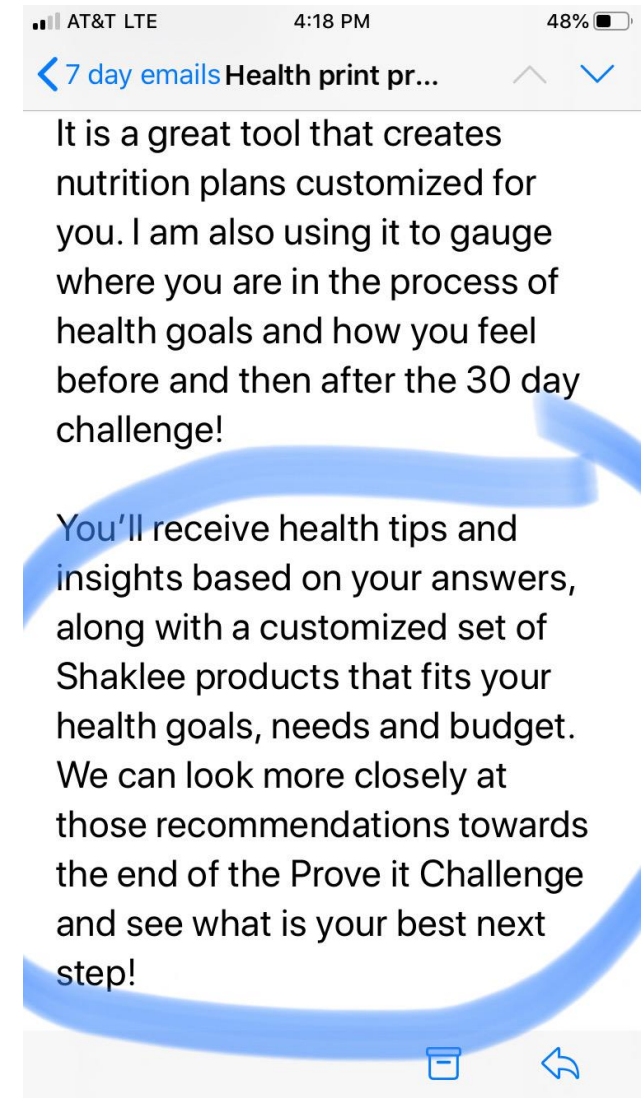
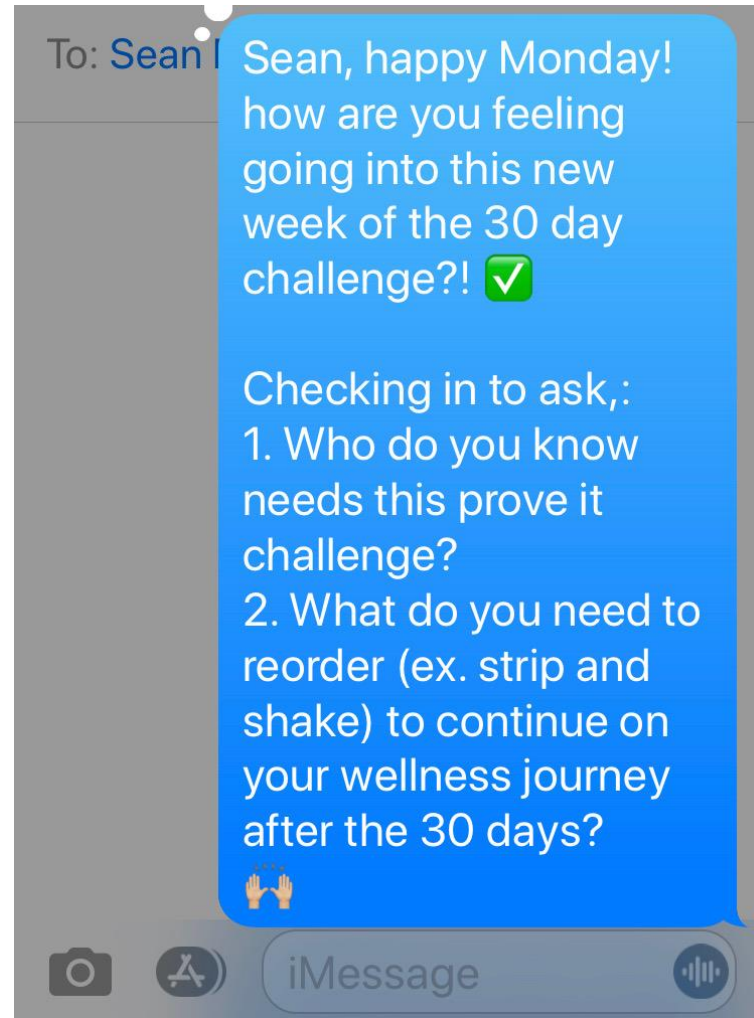
### Day 26

- ☒ Company Email sent "Continue Feeling Amazing"

[illegible]

# Coaching to the Second Order

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# Multiplying

- Use the PIC to cast vision for multiplication
- Early on in the PIC process call them to action and have them gather a group to do PIC with them.
- Part of your follow up process is casting vision for business.
- KISS (Prove, Live, Share)

*It takes 30 days to help someone feel amazing, and it takes 90 days to help someone change their life and be a lifelong customer with Shaklee.*

PROVE IT  
LIVE IT  
SHARE IT

 Shaklee



# Questions!

- What area *for you* needs more consistency and attention?  
(prospect, approach, present, follow-up)
- Where do you find yourself stuck and why? Is it mindset, verbiage, limiting beliefs?
- What 3 action steps will you take tomorrow to make a change?