

Becoming a SWAT Team Member:

- 1) Your role is to get _____.
- 2) The mentor and host will be getting _____ the _____ day. Your only _____ is to enroll new reps on the _____. No _____

To effectively and _____ sign up new reps at a PBR or BOM, you need to follow this _____ formula:

BEFORE THE EVENT:

- 1) Arrive at least _____ before the event begins. No _____.
- 2) Make sure you have an extra _____ or two in your pocket – and your _____ with a _____. Do not count on the _____ to have any of these things. Remember, you are a _____ who needs to be ready to sign up reps _____.
- 3) Make sure _____ is ready by _____ up duties with other SWAT Team Members and checking off everything on the “*Tips for a Successful Home Meeting*” sheet. Do not _____ on the IBO – ever.
- 4) _____ up and personally _____ each guest by:
 - a. _____ ing them.
F_____...O_____...R_____...M_____
 - b. Typing their _____.
S_____...D_____...U_____...W_____
- 5) People make their most _____ impression of you in the first _____. You never get a _____ chance to make a _____ impression – so make it count.
- 6) How well they _____ & _____ you in the “assessment” phase _____ the event starts will directly determine _____ % of your success in getting them to _____ after the event.

- a. People like to be around people _____ themselves. _____ them during the entire “assessment” process. Remember to mirror – not _____.
- b. Use their _____ type to determine how you _____ and what you _____.
- c. Use a _____ hand-shake with either a _____ hand – or an elbow _____.
- d. Dress _____ and professional. Make sure your clothes are _____ and clean. Wear a nice fragrance – but not _____.
- e. Your _____ should be impeccable. Clean _____ are a must.
- f. _____ is an absolute _____. You will lose 100% of your sales without it so make sure you have plenty of _____ handy before and after the event. _____ your other Team Members breath - this is not a _____.

7) Take brief _____ on each guest you speak with so you can refer back to them _____ and DURING the close. Make these notes _____ guests. This is _____ important.

DURING THE EVENT:

- 1) Pay _____ to the speaker. Do _____ or talk amongst each other.
- 2) _____ out and sit at _____ places in the room.
- 3) Look for specific guests who are _____ or acknowledging the speaker. Do not be _____, and make _____ of points they noticeably _____ to.

AFTER THE EVENT:

- 1) _____ go back to the guests you've spoken with who seem the _____ interested.
- 2) _____ each guest. If you get through phase _____, and they still haven't closed, _____ them to another SWAT Team Member if available by _____ them to each other and stating that he/she is "potentially interested in getting started in the business".
- 3) If another Team Member is not available, go to Phase _____ – the _____ close.
- 4) If that does not work, either _____ a 2:1 meeting in the next 24 hours – or _____ them to the next event using a promotional _____.
- 5) _____ the room as quickly as possible _____ for the host. Remember, your responsibility is to _____ reps on the spot – not get _____. The host and their mentor will get those within the next _____.
- 6) Before you leave, _____ and summarize your notes on each guest and give them to the host's _____. Do NOT give them to the _____.