

Step 5 - Contact and Invite

- ❖ Contact and meet with 1 to 2 new prospect(s) daily;
- ❖ Make good use of social media (Facebook, Instagram, Twitter, Snapchat, and WeChat). Share or create one post everyday. Contact prospects and send them more products' and/or events' information;
- ❖ Invite prospects to meet with you in person.

Please bear in mind that you're not only arranging sales of the products, but also giving the prospect an opportunity to experience a better product or even live a better life. Rather be a swagger, not a beggar.

Step 6 - Show and Share

- ❖ Be on time
 - ❖ Be professional
 - ❖ Be positive
 - ❖ Communicate clearly
- To succeed in YiJia Business, you need to show and share the knowledge and know-how you learned in Step 3's training sessions.**

1. Show how to use the products and let new prospects try the products. The product speaks for itself;
2. Introduce the company's vision and mission and explained to the new prospects why YiJia stands out from the crowd;
3. Show YiJia's Global Profit-Sharing Plan and tell the new prospects why YiJia is the excellent choice for entrepreneurship. Work with the new prospects on a business plan that's fit for them and can help them succeed in YiJia Business.

Step 7 - Close the deal

1. The first 24 hours after the Show and Share are the best time for closing the deal;
 2. You want to close the deal not just for commissions, but most importantly, for the new prospects to use our natural and healthy products of premium quality and to allow them to make a better living.
 3. Answer all their questions, don't let the prospects leave with concerns and questions.
- ❖ The biggest concerns of new members are not having enough money and time. If someone isn't satisfied with his/her life, the only way out is to make changes and improvements. Staying in your comfort zone when facing difficulties, will only result in postponing your goals. To obtain financial and time freedom, you need to make wise decisions in addition to making efforts; if you don't, all your efforts will be in vain.
 - ❖ YiJia is an excellent platform for running your own business and changing your life.

Step 8 - Follow up and follow through

Core Principles:

Consult your own upline advisors instead of people from other teams.

Check in with your downline members, and make sure that they are following your instructions and making progress.

After his/her being registered as a member and making the first order, follow up and make sure he/she will start using the products the next day.

Get back to him/her within 4 days to collect feedbacks and educate further about the products.

Call and invite him/her to meet with you in person or online within 7 days. The goals of the meetings are

1. Turn him/her from product-oriented to business- and product-oriented;
2. Help to build up his/her confidence in sharing products;
3. Assist him/her in filling out this action form;
4. Invite him/her to attend the training sessions on- or offline.

Step 9 - Repeat and Alignment

Repeat the 8 steps mentioned above, keep them aligned and straightforward. Share with your team members and ask them to follow.

Important Techniques to Boost Your Business

ABC Rule of Prospecting

- ❖ The ABC Rule teaches you how to prospect a potential customer with your upline's help
A stands for "Advisor," namely your direct sponsor, or upline.
B stands for "Bridge," which is you in this case.
C stands for "Customer," which refers to the prospect.
- ❖ Why ABC Rule:
 1. B doesn't have enough knowledge of the company, the products, and how to develop a business relationship. This's when A's experience comes in handy.
 2. B's comments on the company and products seem more objective, when A shares his/her perspectives.
 3. When it comes to business, people tend to value opinions coming from sources other than their acquaintances. Therefore, in this case, it'll be better to have A present the materials.
 4. B can learn by listening to A's prospecting process, and be prepared to play A's role in the future.
- ❖ B's Role Is the Key to A Successful Prospecting:
 1. B should introduce and present A as an expert.
 2. B should not correct A while he/she is presenting, but afterwards; if A's presentation is off topic, B could remind him/her.
 3. B's engagement with A's presentation makes the prospecting more likely to be successful.

127 Rule or Individual Business Development

Among 10 prospects, only one might become a dedicated member, while 7 of them turn out to be customers and 2 runs the business part-time. Maintaining a positive mindset is the key to success.
Share your experience with the products, whenever and wherever possible;
Share your success in your business, while making good use of the ABC Rule of Prospecting.

147 Rule of After-Sale Services

Contact the prospect on the 1st day, and check if he/she has used the products; this is how first-time user becomes a life-time customer;
Contact the prospect on the 4th day, and check if he/she has used the products correctly; whether any discomfort has occurred; whether he/she has used the products in the right order;
Contact the prospect on the 7th day, and check if he/she likes the results; invite him/her to meet you in person (purpose: praise on the results + encourage further purchase + help transform from a user to a sharer + invite to become a member)

❖ Key to Excellent After-Sale Services:

1. Create a customer profile
2. Check in regularly
3. Share the latest information on the products, promotions, and events
4. Show that you care
5. Respond to the customer's complaint promptly and properly handle the situation
6. Build a positive relationship with the customer

❖ After-Sale Services for those who are not a prospect yet

1. Check in regularly
2. Share the latest information on the products, promotions, and events
3. Introduce more opportunities to the customer to be part of the company

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