

Getting Started Check-List

Name: _____ Date: _____

Sponsor's Name: _____ Phone: _____

Sponsor's e-mail: _____

___ 1. Choose your Enrollment Pak (Review contents with your sponsor)

_____ \$150 _____ \$300 _____ \$600

___ 2. Enroll as an eXfuze Distributor

Your Sponsor will complete this process after collecting the necessary information from you. During enrollment, you will determine/receive the following information:

- Web Username _____ Password _____
- eXfuze Distributor ID# _____
- Order: ___ Enrollment Pak _____
 ___ Monthly Auto-Ship (A/S) order: (minimum 100 PV) \$ _____ PV _____
- Website: www.exfuze.com/ _____

___ 3. Get Connected

- Set up your eXfuze website – go to www.myexfuzeoffice.com and login with your web username and password. From the top tabs, click on Main Menu, then My eXfuze profile. Check your website when you are done to verify your information
- Order Business Cards – from www.myexfuzeoffice.com you can also order business cards under the tab, Order and Order History, then Business Cards.
- Gather your Upline information – The "Important Information" page in this packet has space to record your upline information. You can get this contact information from your sponsor. Later, you will introduce yourself to them.

___ 4. Start your own 7-day challenge. Developing your own product testimonial is important!

Start Date: _____ Finish Date: _____

A 7-day challenge testimonial guide is included in this packet

___ 5. Set your 48-hour Training appointment: (Your first training to take place within 48 hours)

Date: _____ Time: _____

___ 6. Identify your top 2 contacts, and with your upline, preview eXfuze with them ASAP

- _____
- Time/Date with your upline: _____
- Also, review "The Art of Inviting" provided in this packet

___ 7. Complete your 48-hour Training Prep List included in this packet.

Important Information

• **My eXfuze Distributor ID#:** _____

• **My Login Information:** www.myexfuzeoffice.com

Username: _____ Password: _____
(web username/ or Distributor ID# will work)

• **My eXfuze web account and Web Site:** www.exfuze.com/ _____

• My Upline:	Name	Phone	E-mail
Sponsor	_____	_____	_____
2 nd Upline	_____	_____	_____
3 rd Upline	_____	_____	_____
4 th Upline	_____	_____	_____
5 th Upline	_____	_____	_____
6 th Upline	_____	_____	_____
7 th Upline	_____	_____	_____

• **Distributor Services:** **561-626-4515** (M-F 9 am – 8 pm Eastern Time)
FAX: 866-455-4340

• **eXfuze Conference Calls: 712-432-8901 Pin: 13479#**

MONDAYS
11:00 a.m.
Eastern Time

The Monday Morning Update Call: (20 minutes)
 This call goes 20 minutes with Founding Distributor, Steve Campbell. Start your week with critical information and listen to fellow Distributors share their success and business ideas!

MONDAYS
9:00 p.m.
Eastern Time

Product Training Call: (30 minutes)
 The topic of each week will be different – ingredients, marketing tips, or why you should drink SEVEN+. The guest speakers on these calls may vary from week to week, but will be extremely informative!

TUES. – THURS.
11:00 a.m.
Eastern Time

Champion Calls: (30 minutes)
 Get your daily coaching of mindset and activities you can follow to become an **eXfuze Champion!**

TUESDAYS
9:00 p.m.
Eastern Time

Opportunity Call and Webinar (www.exfuzewebinar.com)
 Invite all your prospects to these presentations which are an overview of the **eXfuze** opportunity with **Seven+** testimonials.

SATURDAYS
11:00 a.m.
Eastern Time

Saturday Training: (30 minutes)
 Get incredible training from current leaders in the field followed by a live question and answer period.

OTHER LEADER CALLS YOU CHOOSE TO ATTEND TO STAY INFORMED/TRAINED:

My **seven+** Day CHALLENGE

This document is to accompany the Seven Day Challenge Brochure

Name: _____ Start Date: _____

Circle all that apply:

Stress **knot in stomach** hurting joints **out of breath after stairs** Chronically tired
lack energy indigestion **poor sleeping** Other: _____

Day 1 a.m. _____ p.m. _____

Day 2 a.m. _____ p.m. _____

Day 3 a.m. _____ p.m. _____

Day 4 a.m. _____ p.m. _____ (By day 4, the
p.m. servings can
be optional)

Day 5 a.m. _____ p.m. _____

Day 6 a.m. _____ p.m. _____

Day 7 a.m. _____ p.m. _____

Testimonial:

My Name Is: _____

I am from: _____

Before Drinking Seven+: _____

Now: _____

Thank You eXfuze for bringing me Seven+!



Light the Fuze!

Master the Art of Inviting



Inviting people to preview eXfuze is the most important, most recurring activity you will do for your success! REMEMBER: Your goal here is to get an appointment – not to sponsor or sell products – just an appointment. This is simple, so you can take pressure off yourself! At least 90% of the people you interact with want what you offer – better health, more wealth, and the freedom to do what they want, when they want, why they want! BUT, how many are willing to make a change to get what they want? Typically, for every 20 people who say “yes” they want more, only one, maybe two, will actually take serious action. You must master the art of inviting in order to gain a keen discernment as to who is truly ready to champion this opportunity with you. If you have truly recruited yourself, your belief will help you conquer the art of inviting. Through inviting, you are sifting and sorting to find the people for whom eXfuze is the right thing to be doing, RIGHT NOW. No one else! (Of course it goes without saying that if they say no to the opportunity, you must invite them to become a preferred customer on the product.)

The first key is to exude natural confidence (not arrogance) so as to not make it about you, but about them and the eXfuze opportunity. If you lack confidence, they will be unsure about your invitation. The second key is to show an underlying sense of urgency (not desperation). You must show your genuine passion for the product and the opportunity. If you have all the time in the world, or you meander through the inviting process, they will not take your invitation seriously.

The 4-C's of Inviting Each of these principles is important in the inviting process that, if followed, will ensure that people, who say “yes” to your invitation, really mean “Yes!” Don't leave any of these steps out. If you do, your success will be compromised! Master each and every step with your own genuine personality attached:

Compliment with Confidence Always open with a sincere compliment, and tie that to why you thought of contacting them:

- “John, I've always admired what you do, and your success, which is why I thought of contacting you...”
- “Jane, I've always loved your outgoing personality and I thought of you when someone asked me...”
- “Jim, your success is followed by your incredible drive which is why I thought of contacting you...”
- “Sis, you know I think the world of you, which is why I couldn't leave you out...”

If you can't be sincere, don't give them a compliment, or you will lose credibility with your prospect!

Create Curiosity with Confidence Your job of inviting is to create enough curiosity to make them WANT to know more information. “Let me ask you a question that someone asked me: Where will you be in the next five years if you keep doing what you are doing? (This is where you can discover their “WHY” about F.O.R.M. – Family, Occupation, Recreation, and Money) If you were absolutely convinced after serious due diligence, that you could be part of an exclusive business that would change your financial station in life, would you be seriously interested? I need to show you this; can I come by for 10 minutes?” Or, “I am putting team of people together on Thursday, are you in?” Once you have piqued their interest, don't say anything else!

Control Yourself with Confidence Control Yourself, Control Yourself! Make them show up for more information. You only want to create curiosity. Once you have done your job, SAY NO MORE! Because you have created curiosity, they WILL ask questions. Do not answer any questions! If you answer their questions, they will think they know, and they won't show up! Just tell them you would rather they see “The Big Picture” before you answer any questions. This call should only be three minutes long – max!

IF YOU SATISFY THEIR CURIOSITY, THEY WONT COME!

Commit with Confidence Commit, Commit, and Commit! You need to really get a strong commitment that they will attend. Your confidence will make a huge difference in their desire to actually come.-“John, I only have 10 spots for this meeting. I need to know if you are 100% there or I have to give your seat to someone else” (no one wants to lose their seat) Only 50% of those who totally commit will actually show so don't be surprised.. The percentage only drops with those who are weak on their commitment: “I will try to come”: 25% chance. “I will probably come”: 35% chance. “I will definitely be there”: 50% chance! If they don't show, don't be wimpy - let them know they missed out, but that you will give them one more chance to check out eXfuze.

If your belief is unshakable, they will feel it ... and they will want to learn more, for fear they will miss out on this 'thing' that has you so PUMPED!



