

BUSINESS BUILDING TOOLS ON YOUR N21 MEDIA

CONTACTING TOOLS- what to send before Showing the Plan

Exploring The Possibilities	(Keith Abraham)	Optimal Health A New Beginning	(Jamie Allison)
Why Diversify	(Andrew McKay)	Nutrition & Children	(Mike Greeff)
Consider This	(Various Speakers)	Panel Discussion on Healthy Choices Vol.2	(various speakers)
Creating Options	(Various Speakers)	Health Opportunity Panel	(various speakers)
What do you Really Want?	(5min Video)	What is HealthPointe?	(Ben Physick)

UNDERSTAND WHAT'S ON OFFER - what to send after Showing the Plan (before OR after signing up)

Stories & Ongoing Follow up:

Building On First Impressions	(M & D Sala)	More Than You Think	(Jim Dornan)
Just Registered	(A Mackay)	Straight Talk (Part 1 & 2)	(Jim Dornan)
A Man With a Dream Will Not Be Denied	(L Carrillo)	Mapping The Process	Tamsen Sala)
Are We Looking For You	(Jim Dornan)	Get Out of The Way of Your Own Success	(Joe Andary)
Perception Vs Reality	(David Dornan)	Fine Lines & Choices	(M&R Greeff)
Jim & Nancy Dornan Success Story	(Jim & Nancy Dornan)	Looking Ahead	(D & S Laurence)
Finding Clarity for Your Reason	(Ruth Greeff)		
We're Not Guessing	(N Dornan)		
Take Responsibility for Your Future	(Mitch Sala)		
Where We Started	(G & D Owen)		
Why Does A Doctor Become A Networker	(P Reynolds)		
A Business So Easily Missed For The Wrong Reason	(A Mackay)		
Living Your Life By Design	(Tamsen Sala)		
It's A Monday Morning and I'm Free	(Joe Andary)		
If You Want to Change Do Something Different	(J Allison)		
Our Case Study	(M & R Greeff)		
Compassionate Capitalism	(Rich De Vos)		
Bus Ride of a Lifetime	(Ray Keller)		

Weekend Conference Promotion:

An inside look - Your Invitation to a WEC	(Jim Dornan)
Why the Weekend Seminar Is Important	(M & D Sala)
Crazy Beginnings	(Ray Keller)
Your First Weekend Seminar	(A Mackay)
The WES is the Fuel	(Kevin Harris)
Weekends for Clarity	(S Laurence)

Audios suitable for ongoing follow up

- * Your Upline/Emerald/Diamond Story
- * Any CEP title from Story/inspiration/attitude
- * Specific Products Classics (check upline)

SET UP YOUR PLAYLIST

ESSENTIAL STEPS TO MASTER

STEP 1 – Master the Invitation

Made Easy – Invitation	(David Dornan)
The List Made Easy	(Jim Dornan)
Setting the Appointment	(Jim Dornan)
The List and Invitation	(S Henderson & K Harris)
Posture	(Jim Dornan)
The List	(T Dowling)
It's The Belief That Works	(Ruth Greeff)
The Invitation	(Mitch & Deidre Sala)

STEP 2 - Getting Going

Why Weekends	(Jim Dornan)
Develop A CD Listening Habit	(Mitch Sala)
The work is nothing when you have clarity	(Mitch Sala)
With Work You Learn	(Tamsen Sala)
The Secret is Core and Work	(David Dornan)
It's Simple Not Obvious (Audio Book)	(Jim Dornan)
7 Habits Of A Diamond	(Massimo Bini)
Next Step Is 10 Plus	(Tamsen Sala)

STEP 3 – Master Showing The Plan & Handling Objections

Registering New IBOs	(Chris Farrell)
Master the Front of the Activity Loop	(Tamsen Linnan)
Be understanding & Aware	(Kevin Sears)
Conversations – The Plan	(David Dornan)
Master The Basics- Business Preview	(S Henderson)
The Start Up	(David Dornan)
Objections Overruled	(Deidre Sala)
Overcoming and Handling Objections	(T Dowling)

STEP 4 - Master Follow Through & Get Start

Follow Through	(Tamsen Sala)
Follow Up - Where does it Fit?	(Tamsen Linnan)
IBO Options	(M & D Sala)
Power of Autoship	(Jamie Allison)
What is a 15Planner	(Mandy Ayling)
Get A Little Bit Crazy	(Tamsen Sala)
Revisiting Your Game Plan	(Tamsen Sala)
Starting Point and Beyond	(S Henderson)
Strategies	(Cale Andrews)
Grout Meetings	(David Dornan)

STEP 5 - Master Prospecting & Adding to the List

Five Points To Effective Prospecting	(Jim Dornan)
Time Management & Growing Your List	(S Henderson)
How To Find People	(Bob Andrews)
It Starts With A Smile	(Ray Keller)
Prospecting 101	Panel Discussion
Meeting People	(Mark Hoare)
Simplify Your Approach	(David Dornan)

STEP 6 - Taking Ownership

Focus on 20+ VIP Challenge	(Mitch Sala)
Vital Signs for Clarity	(Mitch Sala)
Closers for WES numbers & Moving...	(G & K Reid)
We Have a Simple System	(Massimo Bini)
Leading into the Weekend	(Joe Andary)
20 Day Sprint 5 Month Marathon	(Tamsen Sala)
Taking Ownership Through Tools	(S & D Laurence)
Getting Organised	(A & C MacKay)
Definites, Possibles, Probables	(Tamsen Sala)
Back To Basics	(S Henderson)
On Track – Stay Focused for 4 months	(M & D Sala)
Decide to Get Good At it	(Mitch Sala)
Aim Fire Fire Fire	(Andrew & Claire McKay)

ADVANCED SKILLS FOR BUSINESS BUILDING - Leadership Talks

Obsessed	(Mitch Sala)
Goals & Expectancy	(Jim & Nancy Dornan)
Magic of Depth	(Mitch Sala)
Why Do We Build Depth	(Peter Cox)
Networking 101 (6 Audio Set)	(Mitch & Deidre Sala)
Don't Let Emotions Drive you	(Mitch Sala)
Putting Together a Network (4 Audio Set)	(Tamsen Sala)
What Optimism is	(Bob Andrews)
Sold Out	(Mitch Sala)

