

How to Use 123GOGREEN



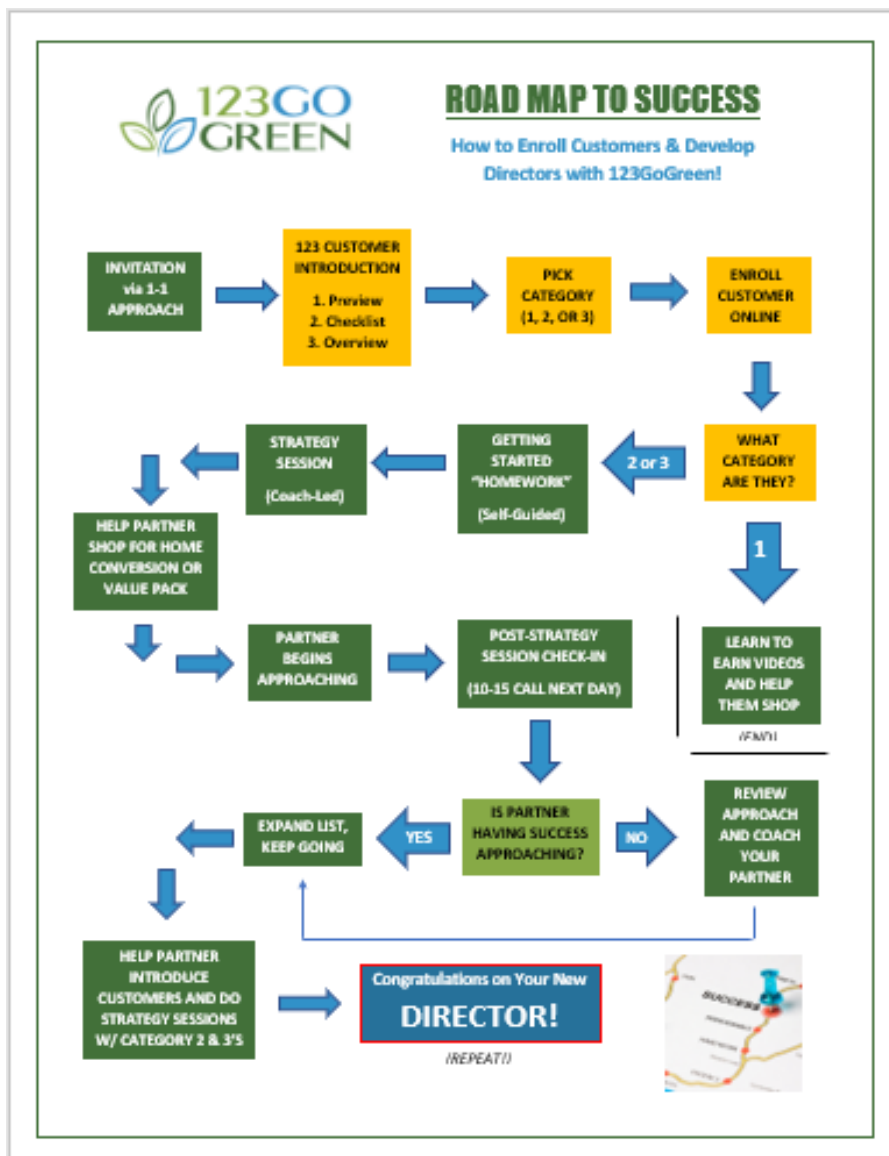
Phone Appointment Companion Guide

Chris Davidson

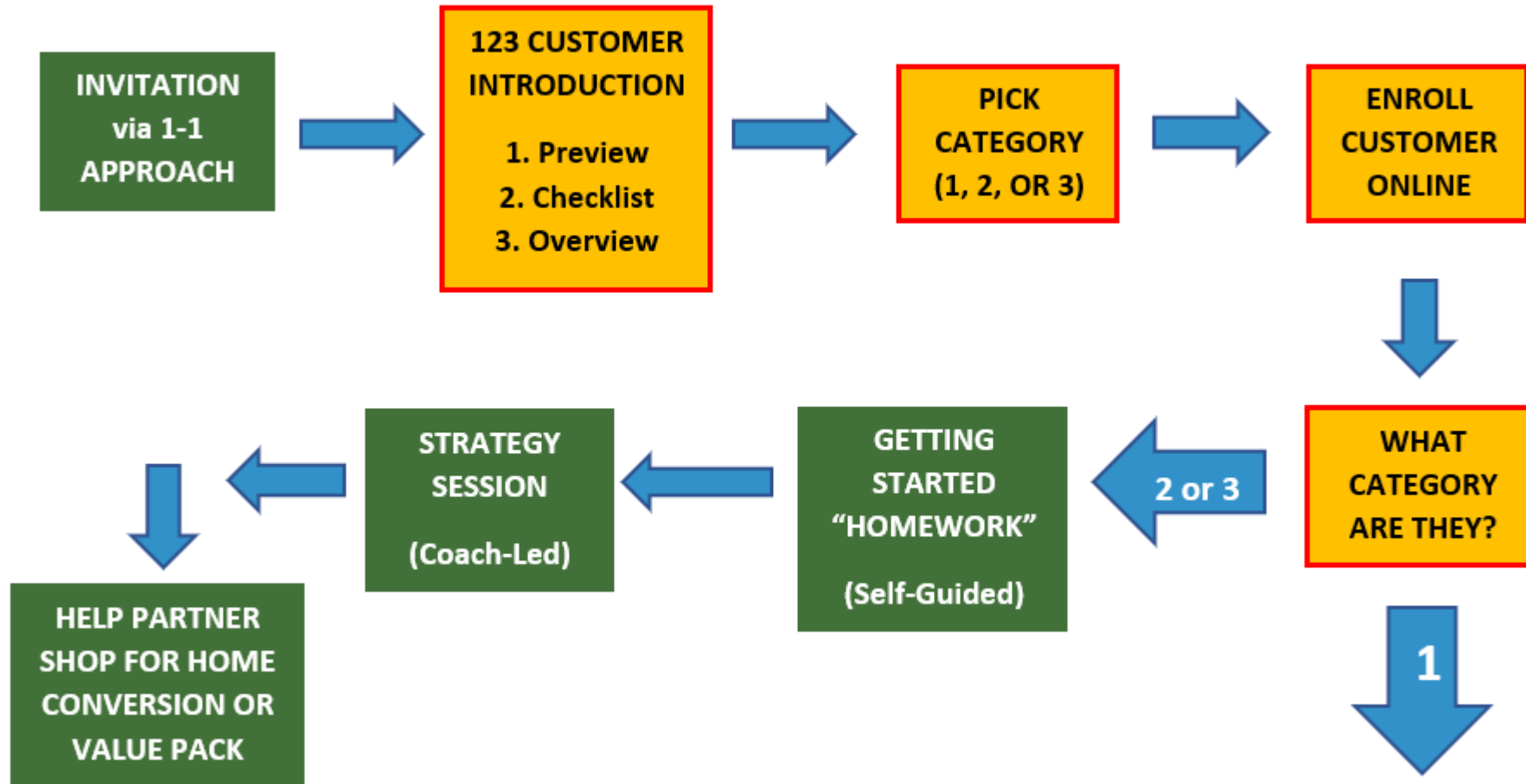
Ed Bestoso

Co-Creators

First let's check our Road Map!



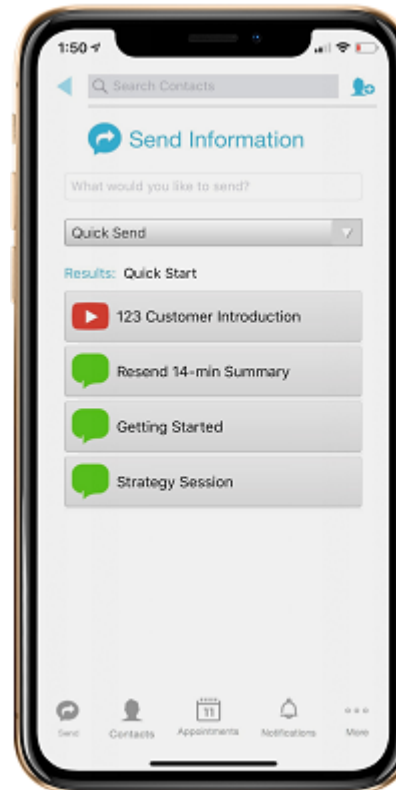
First let's check our Road Map!





The 123 Customer Intro

- ▶ We asked the prospect for a 10-15 minute call using the Mobile Office Pro app!
- ▶ Once on the phone... First exchange greetings, then **SET THE STAGE!**
- ▶ **Don't linger...** get right into it!
- ▶ After you set the stage, send the **123 Customer Introduction Link** using the app!



See “**How to Send Approaches and Links**” on the Resources Page to learn how to use the **Mobile Office Pro** app for these steps!



Setting the Stage...

“So Amy, the company I’m working with is called **Melaleuca**”

“They’re a 34-year old **manufacturing company** that makes over 400 **green & natural consumer goods**”

“It’s a **factory-direct shopping club** - you shop online and everything comes **right to your doorstep**. By the way the products are **REALLY** good and they’re priced like the grocery store”

“I’m excited about this because _____”

“Anyway, I’m not assuming this is for you, but I thought you’d enjoy learning about it because _____”

“I’m going to send you a link to a website... are you at your computer or do you have a device handy?”





Follow Along...

After sending the 123 link, you'll want to follow along with your prospect so you'll be looking at the same screens they're looking at!

There are TWO ways to follow along with your customers after you send them the link for the 123 Customer Introduction...

1. From Dashboard (Web)



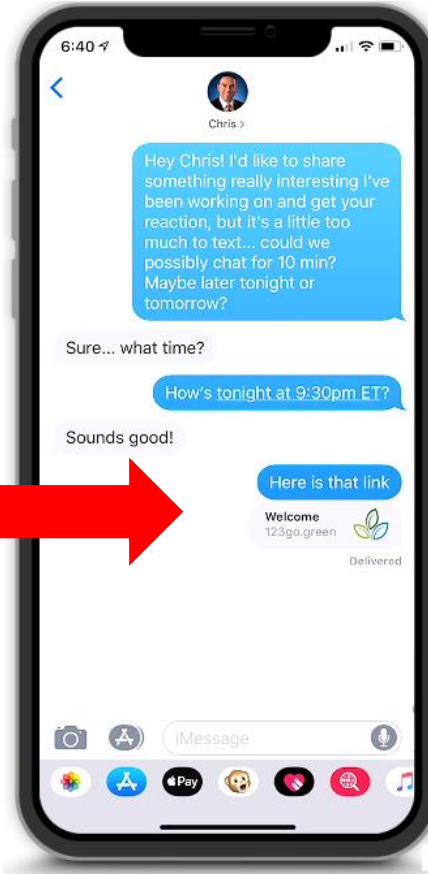


Follow Along...

After sending the 123 link, you'll want to follow along with your prospect so you'll be looking at the same screens they're looking at!

There are TWO ways to follow along with your customers after you send them the link for the 123 Customer Introduction...

2. Your last "sent" message



EXIT THE APP, and go into your texts, messenger, or sent email...

Locate the last message sent to your prospect.

You can use that same link too!



Tee Up the First Step!

“We have a **simple process** for introducing customers to our **online shopping club...**”

“There are **3 easy steps** that answer 3 questions”

“The first question is *What is Melaleuca?*”

“This first **2-minute video** will answer that!”

“Just press play and we’ll listen together!”




123GO GREEN



The Product Checklist

The KEY to immediate enrollments!



What Products Do You Use?

Check off every product you use, even if you already have a preferred brand.

A score of 35 or more qualifies you for \$100 in free products, a 30-50% discount, and numerous other perks and benefits with membership.

For best results, please include products used by your spouse, children, pets, and other household members, if applicable.

Personal Care	Luxury Skin Care & Cosmetics
<input type="checkbox"/> Bar Soap	<input type="checkbox"/> Facial Cleanser
<input type="checkbox"/> Women's Body Wash	<input type="checkbox"/> Facial Toner
<input type="checkbox"/> Men's Body Wash	<input type="checkbox"/> Facial Moisturizer
<input type="checkbox"/> Botanical/Herbal Shampoo	<input type="checkbox"/> Facial Treatment Serum
<input type="checkbox"/> Daily Shampoo	<input type="checkbox"/> Luxury, Clinical Benefit, Anti-aging Creme
<input type="checkbox"/> Daily Conditioner	<input type="checkbox"/> Luxury, Clinical Benefit, Anti-aging Serum
<input type="checkbox"/> Styling Aids for Hair	<input type="checkbox"/> Nighttime Firming Treatment
<input type="checkbox"/> Salon Shampoo	<input type="checkbox"/> Eye Treatment
<input type="checkbox"/> Salon Conditioner	<input type="checkbox"/> Eye Makeup Remover
<input type="checkbox"/> Salon Styling Aids	<input type="checkbox"/> Face Primers
<input type="checkbox"/> Salon Hair Treatments	<input type="checkbox"/> Liquid Foundation
<input type="checkbox"/> Women's Antiperspirant/Deodorant	<input type="checkbox"/> Mineral Foundation
<input type="checkbox"/> Liquid/Foaming Hand Soap	<input type="checkbox"/> Creme-to-Powder Foundation
<input type="checkbox"/> Hand Sanitizer	<input type="checkbox"/> Concealer
<input type="checkbox"/> Women's Shave Gel	<input type="checkbox"/> Loose or Pressed Powder
<input type="checkbox"/> Men's Shave Gel	<input type="checkbox"/> Eye Primer
<input type="checkbox"/> Men's Cologne	<input type="checkbox"/> Eye Shadow Compact
<input type="checkbox"/> Women's Perfume	<input type="checkbox"/> Eyeliner
<input type="checkbox"/> Acne Treatment System	<input type="checkbox"/> Mascara

“Now let’s take 5 minutes and **see if you shop for the kinds of products we make**”

“Click on the **Open Product Checklist button**”

“Go ahead and **please read the directions out loud so I can follow along**”

“**Please don’t rush** - this will be worth taking the time - we don’t want to miss anything!”

123GO GREEN



Membership Summary

“Congratulations! Your score is _____. That means you qualify for a **30-50% discount** and **\$100 of free products!**”

“The last piece is the Membership Summary, which covers all the details and answers all your questions. This takes less than 15 minutes... **do you have that time now?**”

“Great - I’ll be listening along with you and when it’s over, we can answer questions etc.

“Go ahead and press play!”

123GO GREEN

Your score is...

558

Congratulations! You qualify for a 30-50% discount and \$100 of free products!

How does it work?

Let's watch this short overview together and see if membership is right for you.

Chris Davidson
Melaleuca Member Since 2003



Membership Summary

While the prospect is watching the overview, log in to melaleuca.com and queue up a NEW ENROLLMENT with their information, so you can quickly send enrollment link!

Once they've finished the overview, ask if they have any questions, then ask them to click the “NEXT” button at the bottom.

The three categories will appear for them to choose from...

The screenshot displays the Melaleuca website interface with a modal window titled "Enroll a New Customer". The modal contains the following fields and options:

- First Name** and **Last Name** input fields.
- Email Address** and **Mobile Phone** input fields.
- How was the Melaleuca Overview presented to this individual?** with a dropdown menu set to "In Person (Face to Face)".
- Region and Language** with a dropdown menu set to "United States (English)".
- Presenter** section: "Please indicate the individual who presented the Melaleuca Overview." with a search field and a "SEARCH" button. Below it is a checkbox "I was the Presenter".
- Enroller** section: "Chris Davidson". Below it, text states: "The new customer will be placed in the next available position within your organization. When the enrollment is complete, you will receive a confirmation email. You will then have the ability to change their position if desired."
- At the bottom, a checkbox "The person for whom I am entering an email address or text number has approved sending him or her the invitation to create an account with Melaleuca." followed by the text "Send invitation to create an account".
- Two green buttons: "SEND EMAIL" and "SEND TEXT".
- A "Cancel" link at the bottom right.



Choose Your Category

123GO GREEN

Which category fits you best?
Let's pick your category

Preferred Member	Supplemental Income	Significant Income
1 SHOP	2 SHOP & REFER	3 SHOP & BUILD
Improve Health	5-10 hours /week	10+ hours /week
Enjoy \$100 In Free Products	\$500 - \$2500 /mo	> \$5000 /mo
30-50% Discounts	\$\$	\$\$\$
I'M A ONE	I'M A TWO	I'M A THREE

123 Go Green Master Coach
Email: admin@123goGreen.info
Phone: 888-222-2222

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Very important! This is where we find out what the customer's intentions are!

Review each of the categories **before** asking them which one fits them best!

“So Amy, which category do you see yourself in?”

“OK great... Go ahead and click on the **button** for that category”



Next Steps Page (Closing)

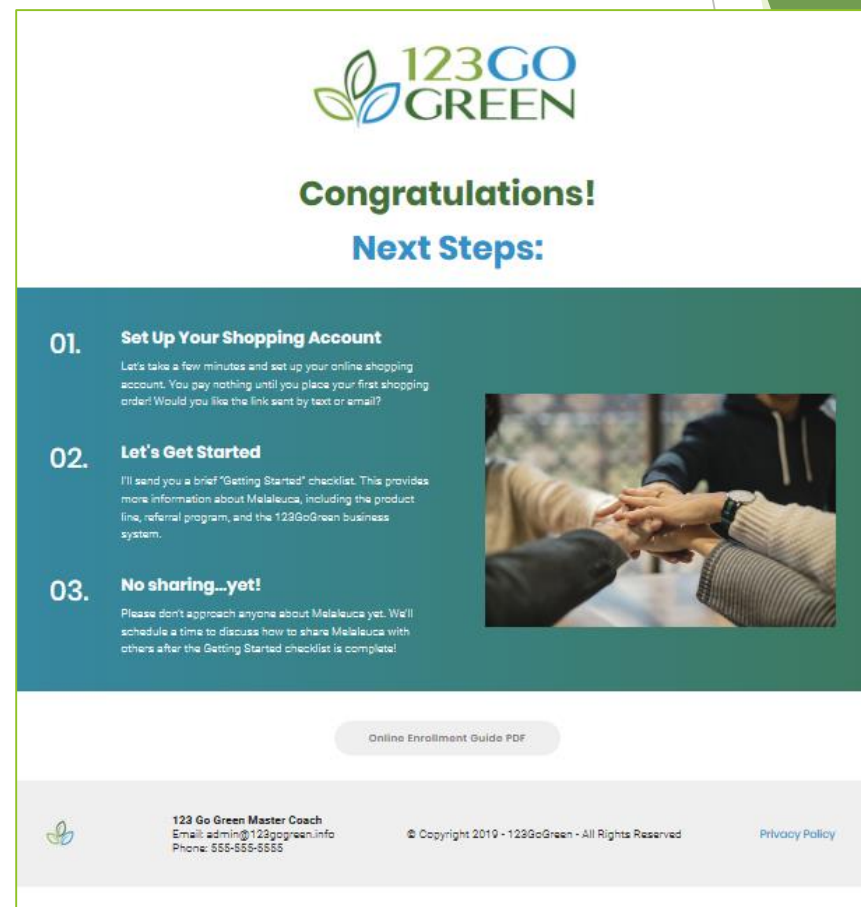
To close the enrollment:

****All you need to do is read the first step word for word... It works!****

Send the enrollment link from melaleuca.com via text or email.

Open the “Online Enrollment Guide” (located at very bottom) and follow along with the screen shots starting on Page 5.

(This is what the customer is seeing!)





Category 1 Customers

After the Enrollment:

Finish the final two steps on the Next Steps page!

Refer them to their Shopping Guide, which was emailed to them when they completed their Checklist!

SHOW NOW or set a date/time to follow up on their first shopping order!

T36-C5 Melaleuca Oil - 1 fl.oz. (VP) (HCP)	10	\$17.00	\$11.59	\$5.41
MelaGel® Topical Gel - Tube (HCP)	6	\$11.00	\$7.47	\$3.53
Triple Antibiotic Ointment	3	\$8.00	\$5.47	\$2.53
Extra-Strength Pain-Relieving Cream (VP) (HCP)	9	\$16.50	\$11.34	\$5.16
Medicine Cabinet Total	28	\$52.50	\$35.87	\$16.63

Luxury Skin Care & Cosmetics

Sei Bella Luxury Hydrating Facial Cleanser	11	\$28.50	\$17.00	\$11.50
Sei Bella Advanced Youth Revital™ Hydrating Toner	9	\$28.50	\$17.00	\$11.50
Sei Bella® Advanced Revital R3 Age-Defying Triple-Benefit Creme—SPF 25	15	\$47.00	\$28.00	\$19.00
Sei Bella Mineral Powder Foundation	12	\$30.00	\$18.00	\$12.00
Sei Bella Creme-to-Powder Foundation	14	\$42.00	\$25.00	\$17.00
Sei Bella Age-Defying Loose or Pressed Powder	11	\$30.00	\$18.00	\$12.00
Sei Bella Enhance Eye Shadow Primer	10	\$25.00	\$15.00	\$10.00
Sei Bella Enhance Eye Shadow Compact	7	\$20.00	\$12.00	\$8.00
Sei Bella Volume Extreme + Length & Lift Mascara	9	\$25.00	\$15.00	\$10.00
Sei Bella Powder Blush	8	\$23.50	\$14.00	\$9.50
Sei Bella Brilliance Plump Lip Gloss	9	\$25.00	\$15.00	\$10.00
Luxury Skin Care & Cosmetics Total	115	\$324.50	\$194.00	\$130.50

Laundry, Dishes, Cleaning & Air Freshener

MelaPower® 6x Detergent: 48-load (VP) (HCP)	6	\$15.00	\$9.99	\$5.01
PreSpot™ 4x Concentrate Laundry Stain Remover (VP) (HCP)	3	\$8.50	\$5.69	\$2.81
MelaSoft® Dryer Sheets (VP) (HCP)	3	\$8.50	\$5.69	\$2.81
Lemon Brite® Hand Dishwashing Liquid (VP) (HCP)	2	\$5.50	\$3.79	\$1.71
Tough & Tender 12x All-Purpose Cleaner	3	\$8.50	\$5.69	\$2.81
Tough & Tender All-purpose Cleaning Wipes (VP) (HCP)	2	\$6.00	\$3.79	\$2.21
Rustic Touch® Furniture Polish - Orange Scent	3	\$8.50	\$5.69	\$2.81
Sol-U-Guard Botanical® 2x Disinfectant (HCP)	6	\$14.50	\$9.99	\$4.51
Safe & Mighty™ Toilet Bowl Cleaner	3	\$9.00	\$5.69	\$3.31
Tub & Tile™ 12x Bathroom Cleaner (VP) (HCP)	3	\$8.50	\$5.69	\$2.81
Sol-U-Mel® 3-in-1 Cleaner (VP) (HCP)	8	\$16.00	\$10.99	\$5.01
Revive™ Wax Melt—Salted Caramel	2	\$6.00	\$3.99	\$2.01
Laundry, Dishes, Cleaning & Air Freshener Total	44	\$114.50	\$76.68	\$37.82



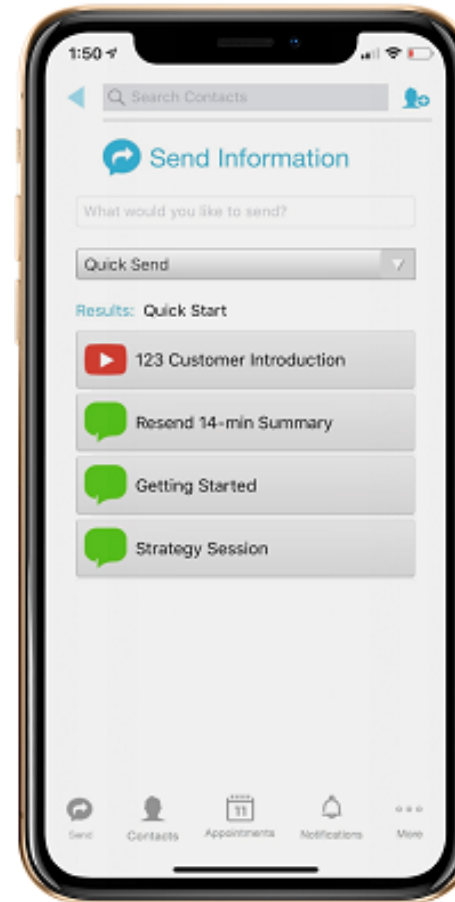
Category 2 or 3 Customers

After the Enrollment:

Finish the final two steps on the Next Steps page!

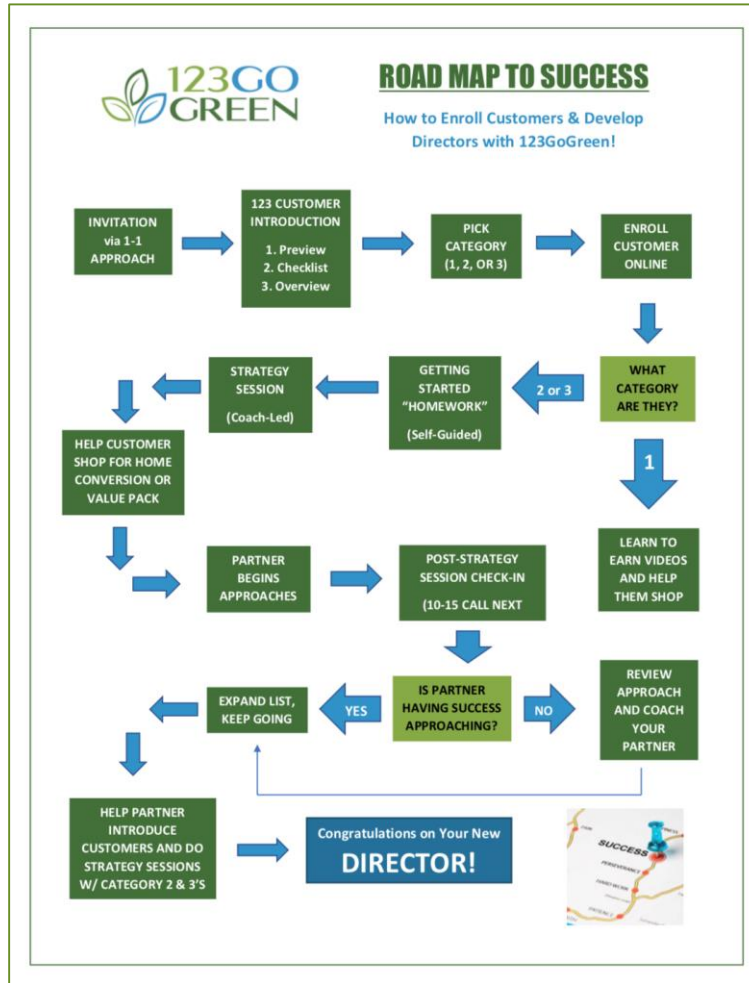
Send the **Getting Started** link from the app immediately!
Don't delay... they will need it right away!

(Briefly review the Getting Started ...if there's time!)





Congrats on your new customer!



Don't forget to use the Road Map to Success (on Dashboard) as your guide to developing Directors and achieving duplication!



Our mission is to enhance the lives of those we touch
by helping people reach their goals.