

The Quadrant System Outline

Benefits of the Quadrants

Helps build Leadership, shape culture of organization, hold people accountable, builds confidence, builds relationships master the basics, builds excitement and helps duplicate

They created the system because of lack of relationships - power in unity
cross coaching is what creates the magic

Two Parts

The system consist of two Parts ...

Part 1 - The Informational Part - allows the participants to build relationships, master the basics, engages cross coaching.

Part 2 - The Promotional Side - designed to motivate all members in the process and encourage and show the importance of Team Work

In my opinion

1- the Education part?

It builds more confidence and helps people including leaders master the basics which in turns leads to more sales.

2 - the Points system?

As people we are naturally competitive so it gives people another incentive to work harder.

3 - the small Quad chat setting?

Helps people open up and build relationships.

4. The Daily Task focus?

Increases engagement and helps you see who's really working.

How To Set Up The System ...

1. Identify the Leaders and have them compile a list of their serious distributors that they would like to participate in the system.
2. Train the leaders on what they will be facilitating in the system (listed below) and make sure they are a good fit as a leader.

share your story
respond to button
marketing plan
how to explain royalties
Present Products
handle objections
present an HOM
invite to an HOM

Teach the leaders skills to have a successful group...

group engagement

listening skills

providing constructive feed back

3. Create Teams - 1 leader and equally divide participants between the leaders

4. Mandatory Set Up Call - announce Team Leaders - Introduce them, allow them to share their story. Announce quad assignments (couples not aloud to be in the same quad) and brief description of the 4 weeks. Explain point system.

BEFORE The KICKOFF CALL

-Leaders will receive their list of team members the Friday before the setup call and will use the weekend to organize their Telegram Chat and set up their individual zoom for the Kickoff night. The Group Kickoff will be at 8pm and your Squad Kickoff should be scheduled for 8:30pm.

After the KICKOFF Call ...

Immediately following the group kickoff call you will host your first Squad call using the outline below....

1. Create a team name with input from all the members and then share name in the leaders chat.

2. Make sure your team is aware and understands the point system and make sure as a leader you have a way to track your teams points.

3. Give your team their **FIRST ASSIGNMENT**

- First Assignment - Have everyone answer the following immediately after the set up call.

A. What's your level in the marketing plan?

B. What vision do you have for yourself with this opportunity? Short term and long term!

C. Make a list of your time wasters, things that are holding you back, things you must let go of, to go where you want to go.

D. What do you feel like your biggest strength is?

4. Set up your weekly zoom training call (Day/Time) - Set a meeting time that is good for everyone. If someone in your group can not meet at the time choose communicate in the leaders chat to make a trade with someone who can. You may set up you own FREE zoom account or use the paid account we have you will just need to communicate in the leader chat so there are not over laps. Log on - ilovemysynergylife@gmail.com password - Herbalife

5. Make sure your team understands the importance of the weekly calls and attendance. every week send pictures of everyone that plugged in to the leader chat ... if members miss 2 meetings they don't get to plug into the next round.

6. Set clear expectations for the Challenge. Talk about - Being active daily in the telegram chat, expectations for their videos, how to get the most out of the 4 weeks.

Daily Task to keep Quad Active

Objective - Accountability and Engagement

Post on your Quad Chat

Monday - Post a photo of you doing invites and how many you did and how many no's you got.

Tuesday - HOM post how many invites you have done to an HOM this week local or online

Wednesday - share a motivational message you sent to your clients via DM and how many clients you contacted

Thursday - Social Media Focus - share at least 3 post you made this week promoting products/ business and share a topic you went live on.

Friday - Follow up Friday - post conversations in chats and how many clients you followed up with.

Saturday - Share the business opportunity with at least 7 people - GreatUSABiz.com or joinouramazingteam.com or one on one

Sunday - Sunday Set up - share how you are preparing to WIN for your week.

Training Schedule (Weekly)

This is what the schedule will look like....

- **Week 1** - Your Story & Button response - objective - Build Relationships, Empowerment
 - have quad watch the how to share your story video and button response video on www.goalfocused.com and be prepared to share. During weekly call give everyone a chance to share and provide feedback about what they did well and if they could improve anyway.

Key Elements to craft a compelling story

Remember (before, during, after/future)

1. Where you come from (age, country, jobs)

2. The things you didn't like about the past (factors that motivated you to start Herbalife)

3. How you found Herbalife

4. Your results and how you feel about your future (where are you heading)

- **Week 2** - Marketing Plan and Napkin presentation to GET Team and explaining royalties!
 - have members watch the two marketing plan videos and the explaining royalties video on www.goalfocused.com and During weekly call have all team members explain all three in random orders. provide feedback.
- **Week 3** - Products / Handling Objections - Learn the star of the show and how to talk about them and not give too much information. Give Tools!

Have members review the product presentation slides on the website and review their catalog. during the weekly call give each member 2 products to "train" to the group. Talk briefly about handling objections 90% opinion/ 10% fact and then give each member two objections and allow them to handle.

I Don't have the money ?

I don't think this is for me ?

I want to think about it or do my research ?

Let me see how you do first?
How much money are you making ?
I have to talk to my spouse first?
I don't have the time ?
Is this a pyramid scheme?
I'm not good at sales?
It's too expensive?
You gain weight after you stop the products?
I can get results without Herbalife
" Are you going to train me ? "

- **Week 4** - HOM & Inviting

objective - learn how to present the business and how to successfully invite to take a look at the opportunity.

Have members watch Sharing the HOM and Inviting to an HOM videos on the website. during the call allow each member a chance to share and discuss inviting to the HOM.

Point system

- 5 Points - if entire quad gets STS ticket
- 3 points - Recruit New distributor
- 1 point - New Preferred Member
- 1 Point - Retail Sales 50 Documented Points or more.
- 1 Point - for a first time guest at the STS HOM
- 3 Points - for a first time front line distributor at the STS

Show proof via pictures.

