

Two-On-One Meeting



Who

- You, your upline expert and your prospect.

Why

- To meet with select individuals who have been properly peaked and been on a 3-way call or have seen the video prior to a Private Business Launch (PBL) or Business Presentation (BP).
- To enroll an individual that has been to a PBL or a BP and wants to meet in person with you and your upline leader to answer some remaining questions and/or to plan the launch of their own business.
- Meet with someone who can not attend a meeting because of scheduling challenges.
- Show the opportunity to highly successful or corporate types that might be more comfortable in this type of setting for a first exposure.

Where

- Typically in a restaurant or coffee shop.
- In the prospect's home; perhaps to meet spouse.
- Never in a prospect's office if possible. It's their turf, and there will be too many distractions.

When

- 10 a.m.
- 2:00 p.m. – 4:00 p.m.
- 8:00 p.m. -10:00 p.m.
- These are times when you will not be expected to buy meals. This is not a “spending-money” business. You will accomplish more when you meet for a cup of coffee or a soda.

How

- Introduce and edify your business partner (upline expert) to your prospect and then listen only. They will bring you into the conversation if necessary. Take mental notes. Use this meeting as a training opportunity.

- You would treat this as any other meeting. If they're in, sign them up as a Rep and Customer. If they're out, have them try the product. If they need more information, focus on getting them to the next appropriate event.