



*Fortune in the
Follow Up*
success secrets

EcoMastery Success Program
~ Sowing and Reaping Module 2.2



Our Core Values

Communication **F**un
Attitude **R**espect
Proactive **O**thers
Extra mile **G**rowth
Determined **H**onour



Our Rules of Play

- 1. People Will Do What You Do**
- 2. Your Past Does Not Equal Your Future**
- 3. Be Honest with Yourself**
- 4. If You Need Help, then Ask**
- 5. Challenges Go Up, Praise Goes Down**
- 6. If You Throw Dirt, You Lose Ground**
- 7. Always Praise in Public and Critique in Private**
- 8. Punctuality for All Meetings and Events**



*Your Checklist for this **Module***

- ✓ You have read the **Module 2.1 Contact and Invite** from your EcoMastery Success Program
- ✓ You have built your **Honour Roll** of 100 + names and found your **PEARLS**
- ✓ You are ready to share the EcoForce Opportunity either **in person**, with your **Personal Link**, or you are planning to invite a **Guest to a EcoForce Global Information Session**



The importance of **Follow Up**

Step 1. Share the Opportunity

☑ This may be **in person**, through your **Personal Link**, or inviting them to an **EcoForce Information Presentation**

Step 2. Follow Up

☑ As simple as this is, many people do not do this second step – and their business growth reflects such



48 Hour Rule



The 48 Hour Rule

**ALWAYS Follow Up within
48 hours with EVERY Guest**

**As life gets in the way after the impact
of seeing an event or viewing material,
the timing here is important**

**Failing to follow up is disrespectful -
You will lose all the work you put in
to get the prospect to this point**





The 48 Hour Rule

- ☑ Organise a time and date to follow up PRIOR to leaving the event
- ☑ You may send them a relevant video link from the Advocate Portal 'Tools' prior to the follow up – this helps them to build their belief

**Procrastination attracts
a delay in results**



Lessons from a Farmer



- ✓ **Prepare the soil:** As a Farmer prepares the soil before planting a crop, on average people need 5 to 7 points of contact PRIOR to making a decision
- ✓ **Water the seed:** As a Farmer waters the seed for it to grow, we water by drip feeding information to help grow belief
- ✓ **A harvest comes from nurturing the seed – this is a relationship business. Nurture your prospects by following up or you may never have a harvest**
- ✓ **There is always time to sow, yet we never know when the harvest will be – the most successful Advocates are always sowing and always following up**



Your *Review*

- ◆ After sharing the EcoForce Opportunity, **ALWAYS** follow up
- ◆ Ensure you follow up within 48 hours
- ◆ Once you have shared information or the EcoForce Opportunity, make a time and date **THEN** to follow up
- ◆ People often need 5 to 7 points of contact before coming on board. It is all about building a relationship
- ◆ Learn from a Farmer – prepare the soil, water and nurture the seed, plant for a harvest
- ◆ Duplicate in every level of your organisation

Register | Buy | Share
... repeat



If this was the last tree on Earth
there would be no tomorrow

One person can change the world
Imagine what a **tribe of us** could do

Share EcoForce

and help save our planet

... one tree at a time!

It's time to #BuyaTree

