

Fortune in the Follow Up

success secrets

EcoMastery Success Program
~ Sowing and Reaping Module 2.2

Our Core Values

Communication

Attitude

Proactive

Extra mile

D etermined

Fun

Respect

O thers

G rowth

H onour



EcoMastery Success Program ~ Sowing and Reaping Module: 2.2 **Fortune in the Follow Up**

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

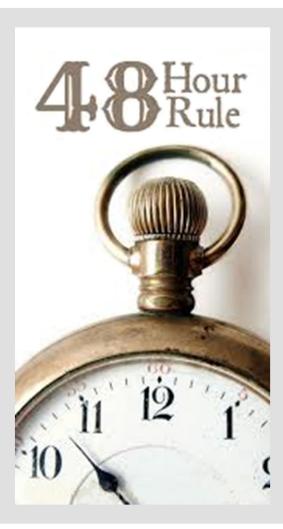
☑ This may be in person, through your Personal Link, or inviting them to an EcoForce Information Presentation

Step 2. Follow Up

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



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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





- ☑ 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

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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



