



Fortune in the Follow Up

success secrets

EcoMastery Success Program
~ Sowing and Reaping Module 2.2



Our *Core Values*

C ommunication	F un
A ttitude	R espect
P roactive	O thers
E xtra mile	G rowth
D etermined	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

Never ask: 'What did you think?'
ALWAYS ask: 'What did you like most?'



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 – **ALWAYS** ask *“What did you LIKE most?”*
- ◆ 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

