

Team  
*Serendipity*  
"in omnia paratus"

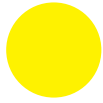
# Sponsoring Missteps

Access the accompanying training video here:

<http://directsalesinstitute.com/TeamSerendipity>

Username: teamserendipity Password: bestteamever

*Not a part of Team Serendipity? Contact DSI to arrange a training for your team.*



# Sponsoring Missteps

## Sponsoring Process

Step 1. Start the Conversation

Step 2. Listen, to Discover Needs

Step 3. Match Benefits With Needs

Step 4. Answer Questions (Objections)

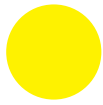
Step 5. Follow Up\*

Step 6. Get Her Started

## Misstep 1- Mis-positioning the Kit







# *Sponsoring Missteps*

## Misstep 6- Failing to Follow Up

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## Misstep 7- Stopping at Objections

Part of the Process

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EVERYONE Hears the Same 4-6 Objections

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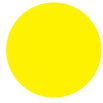
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# *Sponsoring Missteps*

## Handling Objections

Key: Find out if this is the real issue

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Clarifying Question

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Hypothetical

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Feel, Felt & Found

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# Who Do I Know Who...

*Needs Girl Friend Time*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

*Wants Fun Money*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

*Loves Nails*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

*Desires Income*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

*Is an Influencer*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

*Enjoys Rewards +  
Recognition*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

*Needs Flexibility*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_





# POTENTIAL STYLISTS

Use the chart below to track potential team members. Many people require more than one exposure before they say yes. You may also want to create a tracking form for each prospect as you move them through the sponsoring process.

	Name	Source	Phone	Email	Interest	Notes
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
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