

# max MASTERMIND TEAM

## Team member spreadsheet overview

1. Team welcome – Send your prospects the welcome email page and send them to [www.maxmastermind.com/training/getting-started](http://www.maxmastermind.com/training/getting-started)
2. Goals/Why – Have your team member write out their true goals. Did you know, your success ratio is greatly enhanced by writing down your goals? Much has been written about a major Ivy League University that studied their graduates over a twenty year period by comparing 'written goal setters' with 'non-written goal-setters' and people who did not set goals at all. Here's what they found:  
  
At the end of the twenty years, the study showed that the group with written date-specific goals out-earned the base group 30 to 1!
3. Diamond Pack – check off once your team member has enrolled or upgraded to a diamond pack. Make sure they know the advantages and the 60 day deadline to upgrading.
4. Autoship – Is the lifeblood of the business. We **highly recommend** people have a least one more box than their personal usage so they have samples to give out each month. Our culture of 2+ boxes on autoship helps your business grow faster too.
5. Upline intro – Do 3-way introductory phone call (or in person) with two or more of people upline.
6. Game plan – Go through the new associate interview and commitment at [www.simpleprovenplan.com](http://www.simpleprovenplan.com)
7. Have your new team member send you their prioritized prospect list so you can start working together to introduce the business to their people.
8. Role play with your new team member and have them practice their introductory phone scripts with you
9. Team qualified is when your team members has enrolled one person on their left and right leg who are both on autohip.
10. 2x2 is when your team member has helped a personally enrolled person on both their left and right team also become team qualified.