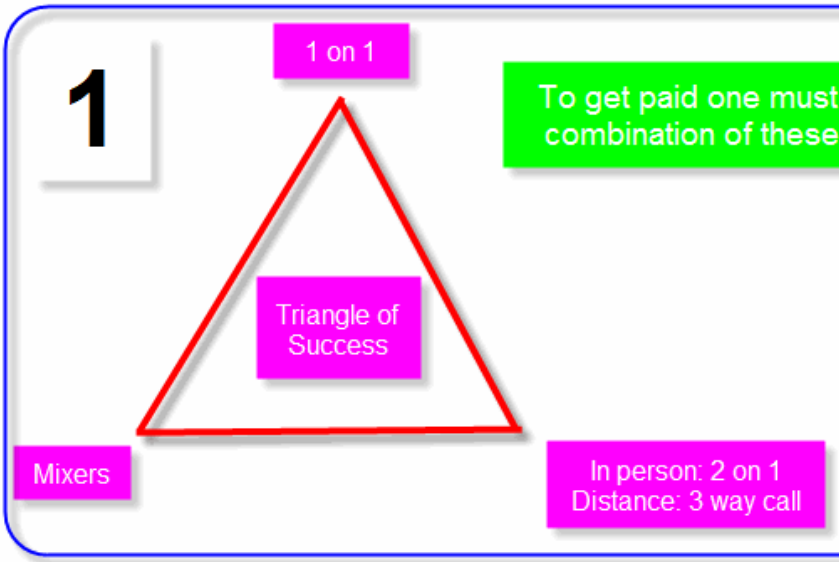
How Advocare Works

1

To get paid one must engage in a combination of these 3 activities.



2

All legitimate business's need a steady influx of new customers. The best business's also have a customer service and retention program - in Advocare we call that effective follow up. Please note each level below requires it's own skills.

65% success rate - warm market (people who know you by first name)

30% success rate -referrals (from your customers or people who trust you)

5% success rate - anything else (craigslist, print ads, signs, leads, etc.)

3

In any business organization is the critical limiter for success. CRM or customer relationship management refers to a system of knowing who, what, why, when and where for each individual customer in your business so that you can service that person individually.

Digital - Outlook, Excel spreadsheets, Google calendar, Advocare Prospector.

Non digital - day planner, legal pad, spiral notebook, note cards, pieces of paper.

Regardless of your system GET TRAINED by someone who uses the system!