

# Onboarding New Recruits

## AND GETTING THEM SET UP FOR SUCCESS!

*with* Executive Team Leader, **RACHEL CLARKE!**

Click [HERE](#) to watch the video!



Your step-by-step guide to investing in others and getting your new team members off to a great start!

### **STEP 1: Celebrate and sign them up!**

Make sure they have clearly read the Consultant Agreement and understand all of the tools in place for them to be successful!

### **STEP 2: Set the vision!**

This is often best done through a phone call or Zoom call. Your upline will often be more than willing to join you in this call to help you welcome your new team member!

The main goal of this call is to get to know THEM and ask questions to get a better idea of what their goal is for their book biz! This way you can show them tangibly what they would have to do to meet that goal!

### **STEP 3: Plan their launch event!**

A launch event is the BEST way to get momentum, support and excitement for their new business. **Show them how to...**

- Set up a group
- Scheduling posts or use a scheduling app
- Find content for posts and ways they can share the books  
ie. Facebook group, YouTube, Canva
- Do a LIVE. Try doing an introduction live WITH them!
- Give recommendations based on interests and ages.  
ie. send screenshots / voice messages / make collages.

# Solutions, Support & Success *with* USBORNE!

## STEP 4: Set up systems to continue to support them!

- Check with them weekly/monthly about goals.
- Celebrate their successes!
- Encourage them to attend trainings and team calls.
- Help them to build their own team.
- Share tips for keeping momentum!
  - ie. booking games & customer care group.
- Show them where to access videos and graphics provided by your team and/or Home Office.



**Investing in others is the best and most rewarding way to build and scale your business!**

Remember that the goal is to not only rock your own business but to also **TEACH** other people to do exactly what you do!

This is the key to a more passive income that can continue to increase without increasing your to-do list!



## Onboarding New Recruits

**AND GETTING THEM SET UP FOR SUCCESS!**

*with* Executive Team Leader, **RACHEL CLARKE!**



For more resources and training visit:

**USBORNEBOOKSATHOME.CA/CONSULTANT-DOWNLOADS**