

## NEW CONSULTANT EXPERIENCE: 'Nora New'

Time Period	Nora's Activities	Sponsor's Activities	Communication	Training
<b>Day 1</b>	Nora submits application Sets dates for Observation Show with Sponsor and 'First Spa Show' (in her own home)	Congratulates Nora and gives & reviews <u>Smart Start Guide</u>  Sends <i>Welcome text</i>	Email from Nancy to Nora, welcoming her, and giving her a 'Checklist to Success', 'pdf of Smart Start Guide and invitation to the Smart Start Online Success Rocket	Guide to Smart Start Entry into Smart Start Success Rocket
<b>Day 2</b>	Nora builds contact list, calls close friends. Starts inviting to her Premier Party and books 3 more shows.			Smart Start Success Rocket
<b>Day 3</b>	Nora reviews entire <i>Smart Start Guide</i> , Log into Success Rocket and earns points!	Calls Nora to build confidence about making calls, clarify her 'why', establish Smart Start Goals from the Success Rocket Reporting	Email to describe Training Calls available in first weeks	Smart Start Success Rocket
<b>Day 4</b>	Nora reviews Log into Success Rocket and earns points!	Text from Sponsor to check on how calls are going		Smart Start Success Rocket
<b>Day 5</b>	Nora makes more calls Unpacks Kit Observes Spa Show Log into Success Rocket and earns points!	Calls Nora to review Kit and encourages her to use the Smart Start Success Rocket Takes Nora as observer to Spa Show	Email from Home Office with welcome	Smart Start Success Rocket
<b>Week Two</b>	Attends first Team Conference call or local meeting and/or listens to recorded call. Holds first Spa Show!	Calls after first Spa Show Text check-in following Team Conference Call Upline call/email to welcome to team and offer support	Company email invitation to join Facebook Group for New Consultants Reminds about Success Rocket	Smart Start Success Rocket
<b>Week Three</b>	Second Spa Show! Host Coaching activities and more booking calls	Go over booking games, tips and opportuniTEA	Company email with link to online training and words of encouragement	Smart Start Success Rocket
<b>Week Four</b>	Third Spa Show Adds names to List, Host Coaching and follow up from first Shows Log into Success Rocket and earns points!	Check in on progress and WOW (within one week) activities	Email encouraging she consider Leadership with link to Comp Plan	Smart Start Success Rocket

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### 1. JECO Welcome email from Nancy

Congratulations on your decision to join the Jordan Essentials Team! Nora, we are thrilled to have you and confident you'll discover the fun and rewards of your JE career as you travel step-by-step through the excitement of the next few days and weeks.

While it can be scary to launch something new, keep in mind our business is actually pretty simple. It's all about sharing with other people the great products you have to offer through fun events like in-home Spa Shows and 1:1 Facials.

The tools you'll need to get off to a **Smart Start** are all attached:

Checklist for Success (have fun checking each step as you do it!)

Observation Show Checklist (Attend a Spa Show with your sponsor and get a first-hand view of how it works. The Checklist spells out what to look for.)

Smart Start Guide (You may have received a hard copy from your sponsor, this PDF version is handy, and we want you to have it *both ways* so you can work in the way that's comfortable for you!)

By now your LARGE LIST is surely growing bit by bit, and I encourage you to start making calls right away to share your excitement about our company. Jordan Essentials is proud to support the priorities of Faith and Family, while offering the most trusted name in family skin care. What a great way to build a business, and have fun at the same time.

I'll be back in touch in a few days to see how you're doing. In the meantime, below you will find your **new member ID number**. Please use this number when calling customer support services and in all correspondence. Thank you for enrolling as a new team member and we are looking forward to your success!

Your Member ID:

Your Password:

Your URL Name:

Warmly,

Nancy Bogart, Founder and CEO

Jordan Essentials, Inc.

### 2. Welcome text from sponsor

Welcome to our Jordan Essentials team! So glad to have you and can't wait to watch you grow and excel as you have a ball sharing JE products. Add some names to your LList today and I'll be in touch to see how you're doing.

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### 3. JECO Training calls schedule - email from JE

Hi Nora! By now you've created quite a list of names to contact, and probably have even started making those calls to spread the word about your new Jordan Essentials business. Good for you!

It may feel like there's a lot to learn, and that's a normal feeling about now. So we wanted to check in and simplify things for you as you get started on your JE journey.

If you haven't yet reviewed your Smart Start Guide in its entirety, we suggest you do that first. Then you'll want to add to your calendar the 4 training calls for New Consultants. Each of these calls is designed to take you one step closer to a complete understanding of how to build a success JE business. Listen to one call each of your first 4 weeks, so you have time to absorb the information after each one.

Here are the topics and locations of the calls:

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Remember your Sponsor and Upline Leader are there to answer your questions, so check in with them when you need to. In the meantime, have fun listening!

Warm regards,  
JE Home Office Team

### 4. Sponsor text - checking on calls

Hey there! Hope your calls are going well. It's great fun sharing your excitement about JE and getting people to try the products, right Why not make one more call right now and take one more step toward success?!

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### 5. JECO Second 'welcome' email with link to Nancy video

Hi Nora!

All of us at the Jordan Essentials Home Office welcome you and hope you are well on your way to a Smart Start! I know Nancy (our Founder) sent you an email right after you signed up. Now she'd like to speak to you and make you feel at home with JE. You'll love getting to know Nancy, and when you meet her, you'll understand why so many women come to JE and stay. So without further ado, [here's Nancy Bogart!](#) (Link to video)

Chances are we will talk to you in the coming days/weeks as you begin holding Spa Shows and placing orders. Your Sponsor and Upline Leader can usually answer your questions, but when they can't, please don't hesitate to call us here.

Warm regards,

JE Home Office Team

### 6. Sponsor text after team Conference Call or meeting

Hey there Nora! Great team call last night! So glad you were there. Anything not totally clear, any questions - let me know. Soon you'll be a star and showing off on those team calls with sales from your Spa Shows. Make one more call today. You'll be glad!

### 7. Upline email - welcome to team

Hi Nora,

I'd like to introduce myself. I'm your upline leader (aka Senior Director) and simply thrilled to have you on our JE team! I know that Betty is your Sponsor, and she's always there to help you. In addition, I want you to know that I'm your supporter and cheerleader - even though we haven't actually met yet.

Each month I hold a team conference call, on the first Tuesday of the month at 8:00 Central. I'd love you to participate as it's a fun and educational time, and you'll get good ideas from other Consultants to build your business. It is so worth the 45 min it takes each month. Mark the next one on your calendar right now so you don't miss it.

Also, our next live local meeting in \_\_\_\_\_ is scheduled for \_\_\_\_\_. Please plan to come and bring two guests (perhaps your Hostesses!) who are interested in learning more about the JE opportunity.

I find the more engaged a New Consultant is in the team activities, the more success she finds, so be sure to get involved. You'll be the winner when you do!

Warm regards,

Sheila

Contact info

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### **8. JECO - Online JE University Training email**

Hi Nora!

I can just imagine the fun you are already having as you get your feet wet with Spa Shows and sharing JE products with your friends and family. I hope you've had a chance to observe a Show - it's the very best way to get comfortable with doing them.

There's one more thing I wanted to be sure and point out to you - it's our comprehensive online training library, called Jordan Essentials Training University! Just like every university, we have a variety of courses available for you to tap into as you're ready. I'd suggest checking them out over the next few days and weeks, so you're aware of what's there. Then when you have a question or decide to learn more, you'll know right where to go.

In the meantime, stay well and stay happy as you continue to grow and learn while sharing JE with your Hostesses and Show Guests! It won't be long before I'll meet you in person, and I'm looking forward to that!

Warm regards,  
Nancy Bogart, Founder and CEO

### **9. JECO Think about Leadership email**

Hey there Nora,

You have been with us for several weeks now, and we are excited about the experiences you've had, and the way you have shared JE with your friends and family so far. We often find that once a new Consultant settles into the business, and starts to feel comfortable with the routine of how things work, she begins to think about the future and what her JE career might look like. Is it possible that's the case with you, too?

We certainly hope so, as we have so much to offer you as you go forward. I'm sure you are somewhat familiar now with our compensation plan, and how you make money. You may not have caught on yet to the fact that it's in the leadership positions that you can not only make the 'big bucks' but also have the most fun and fulfillment.

That's right. There's just nothing like the feeling of helping others grow in the business, watching their lives change as you share your success and support them in reaching their goals. That's why I'd like to invite you to consider moving up into leadership in the coming weeks.

If that thought intrigues you, and you'd like to learn more, email your upline director with 'Leadership' in the subject line, and we will get the ball rolling to help you explore more.

There's a bright future ahead for you in Jordan Essentials, and I'm excited to have you give it some consideration. Stay well, and stay excited!

Warmly,

Nancy Bogart, Founder and CEO