



NEW PARTNER ONBOARDING

Version 1: Presenter Checklist

Pre-Call Setup (10 minutes)

- Join early, test audio/video, have website + back office ready
- Have wellnessrev.com and Skool open in tabs
- Be ready to screen share back office
- Set expectation: this is an onboarding + action call

1) Welcome + Cameras (1–2 minutes)

- Welcome them warmly: “Welcome to the team so excited to be with you.”
- Ask for cameras on: “Please turn your camera on so I can get to know you face-to-face.”
- Set the tone: “You’re not joining a team you’re joining a movement.”

2) Mindset + Ownership (3–4 minutes)

- Emphasize mindset first: “Your mindset determines your speed and growth.”
- Identity shift: “You are now an entrepreneur. This is your business.”
- Commitment language: seriousness, consistency, heart
- Anchor phrase: Knowledge → Confidence → Momentum

3) Resources + Training (2–3 minutes)

- **Point to resources:**
 - Team website: wellnessrev.com
 - Skool training platform
- **Weekly trainings:**
 - Attend live when possible
 - Watch replays if you miss
- **Belief + sharing:**
 - “Belief is everything. Passion is contagious. Plant seeds everywhere.”
- **Reinforce system:**
 - “Don’t reinvent the wheel follow what works.”

4) Back Office Walkthrough (Screen Share) (10–12 minutes)

Say: “I’m going to share my screen and walk you through the back office. Everything is also on the website and in Skool.

- Update profile
- Change legs (explain what it means + why it matters)
- Check monthly subscriptions + enroll if needed
- Find enrollment link → save to Notes in phone
- Check commissions
- Rank focus:
 - Push to 1-Star Director
 - Help others reach 3-Star Manager
- Upgrade package
- Resource tab in the back office

5) The Hardest Part: Talking to People (5–7 minutes)

What NOT to do (2 minutes)

- Don’t overload them early with hype
- Don’t lead with “network marketing”
- Don’t lead with comp plan or fast money talk



Version 2: Bullet Presentation Guide

Welcome + Expectations (2–3 minutes)

- Welcome to the team! I'm excited you're here.
- Quick ask: Please turn your camera on so I can get to know you and connect with you face-to-face.
- You're not just joining a team, you're joining a movement with the power to impact lives.

The #1 Priority: Mindset (3–5 minutes)

- How you show up will determine how fast and how far you grow.
- You are an entrepreneur now treat this like a real business:
 - Consistency
 - Seriousness
 - Heart + purpose
- Knowledge creates confidence. Confidence creates momentum.

Your Resources + Training (2–3 minutes)

- We've built a system you don't need to reinvent the wheel.
- Key platforms:
 - Team Website: wellnessrev.com
 - Skool Training Platform
- Weekly trainings:
 - Attend live whenever possible
 - If you miss, watch the replay quickly (same week)

Belief + Sharing (2–3 minutes)

- Belief is everything.
- This isn't just another product it's technology that can change lives.
- When belief is strong, sharing becomes natural.
- Plant seeds everywhere:
 - Conversations
 - Social media
 - Opportunity calls
- You're not doing this alone leverage the team and the tools.

Back Office Walkthrough (Screen Share Section)

Presenter Note: *"I'm going to share my screen and walk you through the back office. Everything we cover is also on the website and Skool."*

Back Office Basics (10–12 minutes)

- How to update your profile
 - How to change your legs (explain what this means and why it matters)
 - How to check monthly subscriptions
 - Confirm you're enrolled if you haven't
 - How to find your enrollment link
 - Save it in your phone notes
 - How to check commissions
 - How to upgrade your package
 - Where to find the Resource Tab inside the back office
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The Hardest Part: Talking to People Consistently

What NOT to do (2–3 minutes)

- Don't overwhelm people in the first few minutes.
- Don't lead with:
 - "This business is amazing!"
 - "This device is incredible!"
- Don't call it "network marketing" right away.
- Don't lead with the comp plan or fast money claims.



Version 2: Bullet Presentation Guide Cont.

How to Start Conversations (5–7 minutes)

- Start with curiosity and keep it natural.
- Openers:
 - “What do you do for a living?”
 - “Are you still doing ___?”
- Next:
 - “What do you love about what you do?”
 - “If you could change one thing about it, what would it be?”
- This usually prompts: “What do you do?”
- Be ready with your 30-second commercial (short, confident, simple).

Strong open-ended questions (examples)

- “What do you know about stem cells?”
- “How’s your energy day-to-day?”
- Look for:
 - People in pain
 - People relying on energy drinks
 - People frustrated with their health or results

Who to reach out to (3–5 minutes)

- Friends and family
- Past coworkers/classmates
- People you haven’t talked to in years (warm reconnect)
- Social media connections
- People already in direct sales

Simple action step:

- Pull out your phone.
- Scroll contacts. Slot machine game!
- Start conversations using the questions above.

The Main Objective: Patch People (1–2 minutes)

- The fastest path to momentum is getting people to try the product.
- Expect results:
 - A strong percentage of people notice something within the first few days.

Reinforce the System (2–3 minutes)

- Comp plan training is already broken down into short videos on the website.
- Everything is available in English and Spanish.
- Show:
 - Onboarding tab
 - Calendar tab (Zoom links + call schedule)
 - Training modules
 - Resource tab
- Mention:
 - 8-Step Launch Plan
 - 20-Day Business Launch System
 - “Even 15 minutes a day, consistently, can launch your business.”

Q&A (10-15 minutes)

- Open the floor for questions.
- Invite objections:
 - “What objections are you hearing?”
 - “Tell me what people are saying and I’ll help you respond.”

1) Welcome + Camera Request

“Welcome to the team. I’m truly excited you’re here, and I want you to know this decision can be a turning point for you. One quick ask before we jump in: if you’re able, please turn your camera on. I want to connect with you face-to-face and get to know you as a person not just a name on a screen.”

“First and foremost, thank you for joining us. You’re not simply joining a team you’re stepping into something bigger. This is a movement. And what makes it powerful is that it spreads through people who decide to show up, learn, and lead.”

2) Mindset: The Foundation of Growth

“Let’s start with what matters most: your mindset. The way you show up for this business will determine how fast you build momentum and how far you can truly go.”

“You’re an entrepreneur now. That means you’re building something real something with purpose. So treat it like a real business: with seriousness, consistency, and heart.”

“One of the biggest keys is learning. We’ve built incredible resources for you, and I want you to use them. Because knowledge creates confidence and confidence creates momentum.”

3) Training + Resources

“Here’s what we have available to help you win:

- Our team website at wellnessrev.com
- Our Skool training platform with step-by-step modules.”

“I want you to commit to weekly training. If life gets in the way and you miss a live call, no problem just make it a priority to watch the replay. Every training is a step forward. Every call builds skill, belief, and certainty.”

4) Belief + Sharing

“Belief is everything. This isn’t just another supplement or gadget this technology can truly change lives. And when you believe that deeply, sharing becomes natural. Passion is contagious.”

“And the best part is: you’re not doing this alone. We’ve created a proven system. You don’t have to reinvent anything just follow what works. Invite people to the opportunity calls, use the tools, lean on the team, and let’s build this together.”

5) Back Office Walkthrough (Screen Share)

“Now I’m going to share my screen and walk you through the back office so you can get familiar with everything and navigate it confidently. Also, just so you know, everything we cover is documented on the website and inside Skool.”

• Walkthrough Checklist:

- “Here’s how you update your profile.”
- “Here’s how you change your legs and here’s what that means and why it matters.”
- “Here’s how you check your monthly subscription, and how to enroll if you haven’t.”
- “Here’s your enrollment link I want you to save this in your phone notes right now.”
- “Here’s where you check your commissions.”
- “Here’s how you upgrade your package.”
- “And here’s the resource tab inside the back office.”

6) The Hardest Part: Talking to People Consistently

“Now let’s talk about the hardest part of any business: consistently talking to people. Most people don’t fail because the product isn’t good they fail because they don’t stay in enough conversations.”

“First, I want to tell you what not to do:

- Don’t overwhelm people in the first few minutes with how amazing everything is and talking about the business.
- Don’t lead with ‘network marketing, direct sales, MLM.’
- Don’t lead with the comp plan or how much money someone can make quickly.”



Version 3: Detailed Facilitator Script Cont.

“What works is a normal conversation where you lead with curiosity and let people talk about themselves.” Leave people with themselves!!! You know everything about them and they know nothing about you...

7) Conversation Framework (Simple + Effective)

“I typically start like this:

- ‘What do you do for a living?’
- If I already know them: ‘Are you still doing ___?’”

“Then I ask:

- ‘What do you love about what you do?’
- And then:
- ‘If you could change one thing about it, what would it be?’”

“This does two things: it builds connection, and it naturally leads them to ask you what you do. When they ask, that’s your moment for a calm, confident 30-second explanation.”

Other open-ended questions you can use:

- “What do you know about stem cells?”
- “How’s your energy day to day?”
- Pay attention to people who:
 - Live in pain
 - Depend on energy drinks
 - Feel stuck with their health or performance

8) Who to Reach Out To (and how to start today)

“You can build this business from people you already know:

- Friends and family
- Old coworkers and classmates
- Social media contacts
- People already in direct sales”

“Here’s a simple assignment: pull out your phone, scroll your contacts, and just stop and call and start reconnecting. Ask what they do, what they love about it, and what they’d change. Keep it natural and be ready for your 30-second explanation when they ask.”

9) The Main Objective: Patch People

“The main thing you need to do to create momentum is get the device on people. When people try it, belief grows. Conversations get easier. Referrals happen. Your confidence rises.”

10) Reiterate the System + Where Everything Lives (Share the Web-site and Backoffice)

“Just to reinforce: we’ve made this simple.

- Comp plan training is already broken into short videos on the website.
- Everything is available in English and Spanish.
- The onboarding tab walks you through step-by-step.
- The calendar tab shows the Zoom calls.
- Skool contains training modules, the 8-Step Launch Plan, and the 20-Day Business Launch System.”
- Talk about the 2-10-1-2 approach talk to 2 people per day 5 days a week which is 10 people per week and you will on average sign one brand partner and 2 customers per week.

“And here’s the mindset: you don’t need hours a day to start. Even 15 minutes a day, consistently, can launch your business if you stay in conversations and follow the system.” Also the biggest key is to get everyone to use the 20 day on boarding system and to use the web-site as a resource.

11) Q&A + Objections

“Let’s open it up. What questions do you have?”

“And also – what objections are you hearing? Tell me what people are saying, and I’ll help you respond so you feel confident.”