







# Worksheet

## Class # 7: 1-on-1 Business Appointment

Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?  
Yes / No

1. The definition of “prospect” for AdvoCare is:

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2. Describe your mind set when you are going into a 1-on-1 appointment with your prospect.

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3. True or False: You need every prospect to join you in the business.

4. True or False: You sample somebody randomly at the grocery store and casually tell him/her your 30 second story and give them your business card. This is considered a thorough 1-on-1 appointment.

5. What radio station are your prospects’ minds tuned into? Figuratively speaking.

W	I	F	M
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6. Remove your personal \_\_\_\_\_ when talking to a prospect.

7. Ask lots of \_\_\_\_\_ when talking with your prospect.

8. The reason(s) you are asking prospects questions, is so that:

- a) you show that you care about their needs more than about your own needs
- b) you are teachable to what your leader taught you to do
- c) you can find out what matters most to them
- d) you can figure out how to position your AdvoCare message so that it becomes a solution for them
- e) all of the above

9. What is F. O. R. M.?

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F	O	R	M
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10. **BUILDING TRUST THROUGH ASKING QUESTIONS:** Most all of us want to be understood. When we are in a 1-on-1 conversation, we should focus on understanding the other person’s point of view more than fighting to be understood. Using this principle, answer the following question:

You are sitting down with your neighbor and talking about AdvoCare for the first time (1-on-1 appointment). She expresses her concern with direct sales because of her past experience. You, on the other hand, have had a great experience with AdvoCare. Your VERY NEXT response to this is:

- a) give her 3 or 4 stories on how products in AdvoCare are effective
- b) give her a few examples of how great your leaders are
- c) tell her about the Medical and Scientific Advisory Board, and name a few endorsers
- d) ask her a few questions to better understand her concerns and patiently listen
- e) politely interrupt her and tell her why the other company is obviously inferior to AdvoCare

11. The definition of “VISION” given during class is:

12. When we say, “Cast Vision,” what do we mean by that?

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13. After you go through the “F-O-R” in a conversation, you can then give them your message. What is the “M” in “FORM?” The M is your message that includes a picture of a \_\_\_\_\_ based on the interests you uncovered in your conversation leading up to this point (F-O-R).



**Mentorship Moment:** You start every conversation with a blank canvas. You ask questions using F-O-R that will help you choose the scenery you are about to paint. When you cast vision, you are painting a picture on the canvas. What is the picture? It is the picture of the future and the images including everything that person cares about. This is why we say to cast or “paint” vision for people.

14. **Partner Up:** With your partner, ask questions to find out what he/she is most emotionally interested in (using F-O-R.) Don’t be mechanical about this exercise. Take your time and connect with his/her heart. Once you have spent a few minutes talking, **stop for a few minutes and draw a picture in the box below of his/her future - paint vision!** (This is your partner’s canvas that represents the desires of his/her heart that could be made possible through the financial freedom of AdvoCare.)

15. After you cast vision, you will invite them to see more via the \_\_\_\_\_ System.



# Homework

Name \_\_\_\_\_

## Class # 7: 1-on-1 Business Appointment

***This Week's Homework (You will turn this sheet in to your Student Host next class)***

1. Think back to the people you have previously talked to about AdvoCare. List 3 people who you realize you didn't cast vision for when you spoke with them ... people who you primarily just talked with about AdvoCare rather than focusing on their needs and their future. These are people who also didn't respond to your invitation to see more, and you know that you did not do AdvoCare justice for them.

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

2. This next assignment will require you to step "outside" of your own agenda and comfort. It may be challenging on a few levels. We are asking that you make yourselves vulnerable and more humble than ever. You will call (NOT TEXT OR E-MAIL) the 3 people above and ask permission for a 10 minute conversation. Tell them that your goal is NOT to try to change their mind about AdvoCare, but that you realize that you didn't do them justice in regards to their future the first time you spoke to them about AdvoCare. Tell them that in the first conversation you may have bulldozed them out of pure excitement, but you now realize you didn't ask if they had a need before telling them about AdvoCare. Tell them, "I would love to ask you a few questions that I didn't ask before that I feel are important. I apologize for bulldozing you with AdvoCare, and I really didn't do AdvoCare justice because I didn't stop to find out if you and your family could use extra money." If they say "sure" then simply seek to understand them and see if there is a legitimate need for AdvoCare (ditch your personal agenda; be genuine, not mechanical). There may or may not be a need ... don't force the need. Let the conversation flow.

Here are a few examples of how a conversation may flow:

- a. "I already told you my main reason why I am pursuing AdvoCare as a business, and I know you already indicated you would not want to do it with me. Can I ask you what you would REALLY like to pursue? Obviously taking AdvoCare out of the equation, where do you see yourself in the next few years? What do you WANT to do?"
- b. "I thought of you based upon past conversations we have had in regards to businesses and goals with finances, and since AdvoCare is totally out of the question, what would you like to do? I would want to support your plan? How can I help you?"
- c. What makes you truly happy?

You never know where the conversation is going to flow. We truly believe if an individual knows that your heart is not to manipulate, sell, or convince them to join AdvoCare, and they find out your goal is be a friend and help them, they will in essence, recruit themselves. Ask them to join you to a Mixer, a live internet Mixer, or meet your leader. The key is make sure they know that you care.