

# TEAM HEART LAUNCH GUIDE

## YOUR FIRST GOAL: BECOME AN “MVP BUILDER”

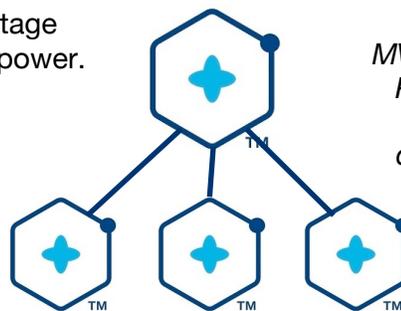
Become a MOST VALUABLE PLAYER! Personally enroll new LifeVantage Distributors and teach them to do the same to explode your earning power.

**MVP Builder Bronze: Earn extra \$100\* each month** you have 3 personally enrolled distributors who are fully commission qualified (200PV+).

**MVP Builder Silver: Earn extra \$500\* each month** you have 3 personally enrolled distributors who are fully commission qualified (200PV+) and qualified as MVP Builder Bronze.

**MVP Builder Gold: Earn extra \$1500\* each month** you have 3 personally enrolled distributors who are fully commission qualified (200PV+) and qualified as MVP Builder Silver.

\*For more details check out: <http://www.lifevantage.com/>



Shown here...  
MVP Builder Bronze  
Personally enroll 3  
fully commission  
qualified (200PV+)  
distributors.

## YOUR PROVEN PLAN – I.T.T.

**I.T.T. (INVITE, TOOL, TEAM):** Building a profitable LifeVantage Business involves 3 simple steps...

**1st Step - INVITE:** Hey (their name), do you have a few minutes to talk? I just came across something that blew me away. **You've got to see this.** Do you have a few minutes to watch it right now?

\*wait for response\* Great... let me send you some information.

**2nd Step - TOOL:** Here, watch this video... and check out this site... it'll explain EVERYTHING! [ActivatedLife.net/](http://ActivatedLife.net/) or [ActivatedLife.net/Collagen](http://ActivatedLife.net/Collagen)

\*after they watched\* What did you like best? \*move on to closing scripts below\*

**3rd Step - TEAM:** Hey (their name), I'm glad you loved what you saw on the Overview. The next step in the process – I want to introduce you to my business partner (upline name)... since I'm brand new, they will be able to answer all of your questions. What time and day works best for a quick call/zoom with them?

INVITE

### 1. PIQUE CURIOSITY

Ask them if they are open to taking a look

TEAM

### 3. THIRD PARTY VALIDATION

You, Your Prospect +  
an Upline Teamie  
or My LifeVantage Story Group

TOOL

### 2. LIFEVANTAGE OVERVIEW

Live In Person or Recorded  
[ActivatedLife.net](http://ActivatedLife.net/) or  
[ActivatedLife.net/Collagen](http://ActivatedLife.net/Collagen)

CLOSING  
SCRIPTS

“Are you clear on what to do next or do you need my recommendation?”

“What questions do you have before you get started?”

“So do you want to be a customer or join as distributor like me?”

“On a scale from 1-10 (1 being not at all and 10 being ready to sign up) where do you see yourself?”

# YOUR LIST

Write down 25 names of who you have the best relationship with. Brainstorm contacts that would be attracted to the LifeVantage Products and Opportunity.

NAME	INVITE	TOOL	TEAM
1.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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12.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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NAME	INVITE	TOOL	TEAM
14.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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## LAUNCH EVENT

Explode your business and leverage the best use of your time by scheduling a launch event. This can be done in your home/business or on Zoom (virtual) with your upline support teamie. Invite your top 15-25+ people to hear about LV. The average launch event does over \$700 in revenue.

MY LAUNCH EVENT DATE: \_\_\_\_\_ TIME: \_\_\_\_\_  ZOOM  IN PERSON

## TEAM HEART TOOLS

For active hyperlinks and further instruction to these tools, go to [TeamHeart.net/Launch](https://www.teamheart.net/launch)



### Team Heart Global FB Group

Connect in our distributor-only community for training, upcoming announcements, recorded team zooms and recognition.

<https://www.facebook.com/groups/teamheartsupport>



### My LifeVantage Story FB Group

Join our ITT group. Invite your prospects and tag them in relevant posts/stories to answer your contact's questions and concerns. Also note: make sure EVERY customer is added to this group after they enroll.

<https://www.facebook.com/groups/mylvstory>



### Team Heart Boards App

Access "what's happening now" in each of our markets, download thousands of premade social shareables, proven ITT scripts, before/after's and more.

<https://boardsapp.com/UTsYaFok>



### First 30 Days of Social Media Posts

"Rip off and repeat" our proven posts to drive engagement on your social platforms.

<https://www.teamheart.net/posts>

# YOUR FIRST 24 HOURS

Make sure you begin on the right foot with the proper focus and business requirements to maximize your results.



## Pick a Pack

Make sure your **business product pack is ordered**, or alternatively you have at least 200 PV \*personal volume\* with a Start Kit in order to be fully commission qualified.



## Pick a Stack

Set up your monthly subscription. In order to be fully commission qualified you must have at least 200 PV (personal volume) each month. **40 PV must come from your own purchases**, while the remaining 160 can come from your future personal customers. When getting started, **we advise just putting an Activation Stack on subscription** so you don't miss a paycheck.



## Set up your LifeVantage Referral website

Login to your Virtual Back Office (EVO) [Evo-lifevantage.myvoffice.com](http://Evo-lifevantage.myvoffice.com), click Account Services, select My Referral Site Admin, choose your website name: \_\_\_\_\_LifeVantage.com  
To find this easily, every time you login to your EVO, it's on the main page under Business Tools.



## Practice sending out a shopping cart

Go to your LifeVantage website (see above), add any product to the shopping cart, click the share link button, click copy, and **send to your LifeVantage enroller as practice**. This is how we will send out custom carts to prospects.



## Post Day 1 of Your 30 Days of Posts

Go to [TeamHeart.net/posts](http://TeamHeart.net/posts) to begin generating curiosity on social!



## Set your Intentions

Write down the main reasons for building this business. What do you want to achieve? What are your monthly income goals? **Why do you want this?** What are you willing to sacrifice to get it?

# TEAM HEART TRAINING

Mark your calendars! **Every Monday night**, your top 6-7+ figure mentors run a free training zoom to teach you the mindset, skillset and leadership needed to succeed in this business.

**Circle the one** you will be attending (your market) and add it to your phone's calendar now.

**These are "must attend" virtual events! You must be plugged in every week in order to be successful.**



## US / CAN

Zoom ID: 515-515-2015  
Passcode: 2020

8pm EST  
5pm PST



## UK + EUROPE

Zoom ID: 947-595-2506  
No passcode required

8pm UK  
21:00 CET



## PH + ASIA

Zoom ID: 515-515-2023  
Passcode: 2023

8pm Manila  
8pm Singapore



## AUS + NZ

Zoom ID: 515-515-8888  
No passcode required

9pm NZT  
7pm AEST

# MEMORY JOGGER

Use the following memory jogger along with tools like your Facebook, Instagram, LinkedIn, and telephone contacts. Don't pre-judge anybody before you put them on your list. Everyone deserves a shot to

## BUSINESS/WORK:

- ✦ Succeed in Network Marketing
- ✦ Didn't get what they wanted in Network Marketing
- ✦ Participated in Party Plans
- ✦ Direct Sellers
- ✦ Entrepreneurial minded
- ✦ Commission sales people
- ✦ Money motivated
- ✦ Ex bosses
- ✦ Local business owners
- ✦ E-commerce sellers
- ✦ Internet Marketers
- ✦ Social Media Influencers
- ✦ Belongs to Chamber of Commerce
- ✦ Co-workers
- ✦ Past co-workers
- ✦ Works part-time jobs
- ✦ Will retire soon
- ✦ Works long hours/night shifts

## COMMUNITY:

- ✦ Bank tellers
- ✦ Car salesman
- ✦ Dentists you know
- ✦ Volunteer workers
- ✦ Your chiropractor
- ✦ Your family doctor
- ✦ Your accountant
- ✦ Your insurance agent
- ✦ Realtors
- ✦ Mortgage bankers
- ✦ Members of church
- ✦ Wealthy people you know
- ✦ People at the gym
- ✦ Your hairstylist
- ✦ Your nail or medspa beauty people
- ✦ Your children's teachers
- ✦ Your neighbors

## FAMILY:

- ✦ Immediate family
- ✦ Extended family
- ✦ Married children's spouses family
- ✦ Your spouse's relatives

## FRIENDS:

- ✦ Best friends
- ✦ Wedding party (your bridesmaids/groomsman)
- ✦ College buddies
- ✦ Friends of your parents/in-laws
- ✦ From high school
- ✦ Facebook contacts you haven't talked for a while
- ✦ Old friends you've lost touch with
- ✦ Your personal mentor
- ✦ Who do you turn to for help

## HEALTH/FITNESS:

- ✦ Buys supplements
- ✦ Concerned about aging
- ✦ Always trying new health things (biohacker)
- ✦ Athlete/into sports/works out a lot
- ✦ Needs to lose weight
- ✦ Takes a lot of medication
- ✦ Has health issues
- ✦ Doctors
- ✦ Nurses
- ✦ Natural doctors (like Chiropractors)
- ✦ Gym owners
- ✦ Personal trainers
- ✦ Health coaches

## GENERAL/MISC:

- ✦ Millennials
- ✦ Gen X
- ✦ Baby Boomers
- ✦ Would help and support you
- ✦ Needs an extra \$500/month
- ✦ Retired
- ✦ Wants to travel more
- ✦ Likes to buy things
- ✦ Someone you respect
- ✦ Enjoys helping people
- ✦ Into technology
- ✦ At risk of losing their home
- ✦ Who lives in another country (that LifeVantage is in, hint: look on LifeVantage.com upper left hand flag to see our open markets)
- ✦ Christmas Card list
- ✦ Old business cards