

Success Starts Here: The Card System

By Udana Power



Help your new Product Users have life-changing results in the first few weeks.

Raving fans are the core of your business. It's easy and fun to set your new friends up to win big. That happens precisely because these products actually work. The key is to hold your friend's hand and help them navigate how to use the Avini products to accomplish their personal goals.

Follow this system and pay it forward to your distributor business partners. You will notice several things start to happen:

- 1) You'll create raving fans who start telling everyone they know about Avini;
- 2) Product Users will understand the value of the products and reorder every month;
- 3) You'll keep your own sanity as you build a stable organization and income.



*"Your health is an investment,
not an expense."
—Unknown*

Here's how it works:

We are going to create some color coded 5"x 8½ " cards.

Why do I use old-fashioned cards for this? I LOVE computers and everything techy. Aren't cards "old school?" No. They are human.

When you are talking to a Prospect or New Product User on the phone, you want to remember what they told you. You don't want to be clattering a keyboard when they are sharing their biggest challenges. It's the difference between talking to a human and a computer. Let's go human with great customer service... ESPECIALLY at the very beginning. You are creating trust and a personal relationship.

Print out the accompanying documents (001a - Prospect card-Yellow and 001b- Product User-green and pink) on regular white paper and follow along as I show an overview of how this system works (and why.)



Prospect Card - front & back



Product User Card - front & back

This is a proven system.

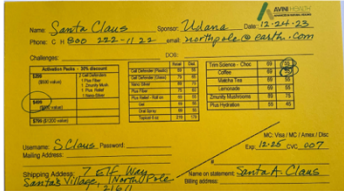
I created an earlier version of this for my previous business which took me from 46 cents in the bank to millionaire. When I'd go to conventions, distributors from all over the company would

pull out their cards and wave them happily in front of me, excited to share how they helped them build their teams.

Prospect cards will be printed on yellow card stock.
 Product User cards will be printed out on both green and pink card stock.

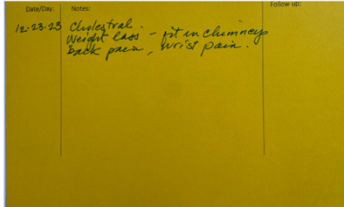
Print out enough cards so that you can reach for them easily.

When you start talking to a new Prospect, fill in their name on a yellow card and take notes as they share their challenges and goals.



Most people don't purchase the first time you talk to them.

When you follow up, just reach for their card and quickly review your notes so that you can connect from where you left off. They will appreciate you remembering what's important to them. They'll know you care.

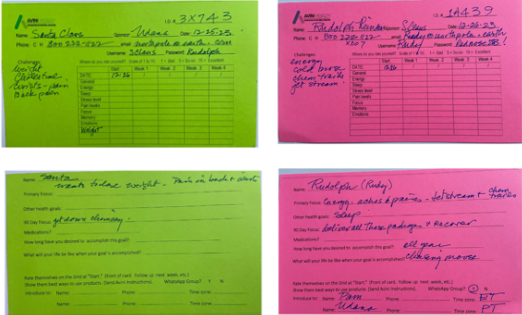


Prospect Card - front & back

When your Prospect is ready, you can guide them through the ordering process or — if they want you to order for them — there are spaces to take in all the information you'll need.

NOTE: when someone gives me their credit card information I always say, "After I put your information into the secure website, I'll cut off the corner of this with your private information and shred it. I won't keep it in my office." I almost always feel a sigh of relief coming from the other end of the phone. You're looking out for them.

Product User cards



Distributor Card

Customer Card

When someone orders, they become a Product User.

Both green and pink cards are exactly the same... just different colors. Choose a second card to attach to the yellow Prospect card.

- Green Cards are Distributors who purchased a pack.
- Pink Cards are your Customers.

Ask them to call you when they receive their product.

Tell them you want to take 15 to 20 minutes for a Personal Consultation to help them review the products, discuss their goals and get started on the right track.

Attach a blank Green (Distributor) card or a Pink (Customer) card to their Prospect card and you'll be ready when they call.



"People will forget what you said, people will forget what you did, but people will never forget how you made them feel."
 —Maya Angelou

Treat your new friends the same welcoming way you would like to be treated with.

You are inviting them in to an incredible “family” of people who are dedicated to bringing health and abundance into the world.

The Personal Consultation

Start by asking the questions on the back of the Distributor/Customer card (green or pink).

In today’s complicated and distracting world, all of us are grateful when someone reaches out to walk us through a new learning curve. As you guide them through this series of questions, they will start to articulate their goals and orient themselves for the new adventure. That helps you understand how you can best help them. It also creates wonderful friendships.

This the linchpin that holds your business together.

Help your new people experience life-changing results in the first 2 or 3 weeks. They will be excited to share with others. Great products and fabulous customer service are a total winning combination. It will pay you in goosebumps as well as dollars.

I realized we needed the card system when I started following up on my people.

I called several friends 4 or 5 days after they started the products and asked, “How’s your pain?” Each one answered, “What pain?” Then they started laughing. They suddenly realized that they had forgotten they were in pain a few days earlier.

Another wonderful friend was unsure.

She had on been on the products for 2 weeks and her pain was down 50%. As we talked more, she mentioned that she was now sleeping a full night. (She hadn’t been able to sleep all night for many years.) And a few sentences later, she mentioned that the digestive problems she had had for 50 years had disappeared. All in two weeks... but she didn’t realize it until her sponsor and I asked her and let her talk. She was as surprised and delighted as we were.



*“I get by with a little help from my friends.”
—John Lennon*

The questions on the *back* of the Product User card are designed to help your new User articulate what their specific goals are. Write down their answers. This is very important, especially if a person can benefit by a “Crisis Dose” to get started. This will show you how to coach them.

When the card indicates, turn to the front side and ask them to rate themselves on a scale of 1 to 10 where they are in each of the categories. (You can add more if you like.) When you follow up with them the next week, (and the weeks after,) you both might be surprised at the difference between where they were then and where they are now.

Where do you rate yourself? Scale of 1 to 10: 1 = Bad 5 = So-so 10 = Excellent

| | Start | Week 1 | Week 2 | Week 3 | Week 4 |
|--------------|-------|--------|--------|--------|--------|
| DATE: | / | / | / | / | / |
| General | | | | | |
| Energy: | | | | | |
| Sleep | | | | | |
| Stress level | | | | | |
| Pain levels | | | | | |
| Focus | | | | | |
| Memory | | | | | |
| Emotions | | | | | |
| | | | | | |
| | | | | | |

Let your new Product User rate themselves

We all like to feel included and supported.

We also want to be treated like intelligent human beings. Treat others as you would like to be treated. Cheer them on and help them understand what these products are doing. Send them short, inspiring testimonials now and then. These are products we all want to be on for the rest of our lives.



“Good health is a valuable savings account.”
—Anne Wilson-Schaefer, PhD

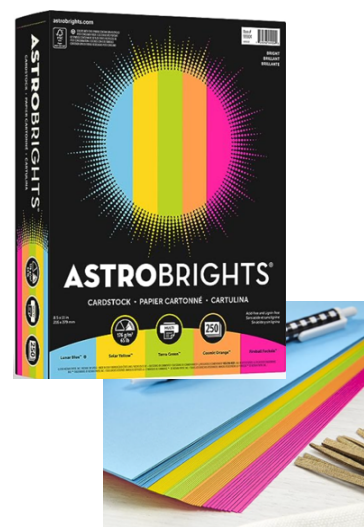
IMPORTANT: Definitely color code the cards.

Otherwise, you will have a lot of white cards and what looks like a snowstorm on your desk. (How do I know? I learned the hard way.)

Color code. You will immediately be able to identify a Prospect, Distributor or Customer. You’ll also know at a glance where you left off. And they will know that you care.

Print out the cards on 65 lb card stock.

It comes in packages with 5 different colors.



(NOTE: I have found that 67 lb card stock does not go through my printer easily. Get 65 lb stock.)

Print out 8 to 10 Prospect cards on 8 ½ x 11” yellow card stock.
Print out 5 to 6 each of the Product User cards (green and pink).
Print them both front and back.

“Systems run the business and people run the systems.”
—Michael E. Gerber “

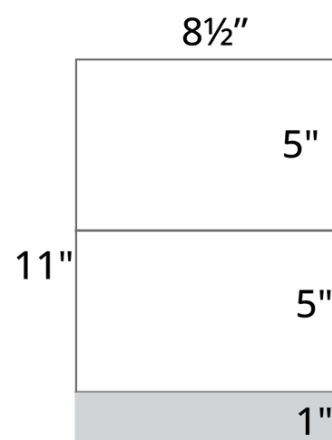
Cut off 1” from the bottom, then cut that in half.

The finished card will be 5” x 8 ½”. It’s the perfect size to easily fit into alphabet tab dividers.

Do this and you’ll never forget a person’s challenges and goals — no matter how many people you talk to during the day or even how long it’s been since you talked to them.

The key is to help people be “Wow-ed” by their results.

These conversations are moments to help new Users realize why heavy metals, volatile organic compounds and microplastics are dangerous to human health and that they are not going away anytime soon in our lifetime. A lot of happy customers ordering monthly is the key to your residual income.



Avini products are cutting edge science.

There is nothing equal to them in the marketplace. We have no competition. The only way this can fail is if we don't guide our new Product Users through the process and help them to understand their clear benefits.

Send them the "Avini Instructions."

It's a very simple overview of the products — easy to refer to and remember.

Also send them the "Important Numbers" document.

That will give them one place to write down their website, username and password, along with other important numbers.

Then introduce them to 2 of your teammates.

Have them exchange numbers.

Ask if they'd like to join the WhatsApp group.

If so, send them the invitation. Tell them the Formulator is out there every day answering questions. Welcome them like it's an on-going party.

For those who want to go even deeper with information...

show them the Avini Health Training sight at www.avinihealthtraining.com. Let them know there are webinars and calls almost every day of the week. There are also over 1,100 testimonials, as well as double-blind studies, White Papers, and many other recordings and documents there.

Don't push. Include.

Bring love into every situation.

People are intelligent. They will reach for more when it's time.

Don't force. Inspire.

With over 1,100 testimonials and more coming in every day, inspiration abounds.

How do I organize the cards? And when do I use a computer?

I file the cards alphabetically in a physical box. In my computer, I advance my people's names from one category to the next:

- 1-Avini Prospects
- 2-Avini Prospects – Follow up
- 3-Personal Consultations – To do
- 4-Personal Consultations – Follow up
- 5-Business Partners (Distributors)
- 6-Customers



They fit perfectly in alphabet tabs



The physical box..

I reflect on the people I want to reach out to each day...

and put their cards in a napkin holder on my desk (something to hold them upright). Then I just start calling with the intent to share joy and bless their day.

Easy-peasy.

Helping people regain their health is meaningful work.

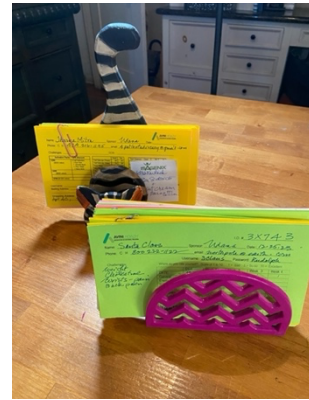
The cool thing is... the more people you help, the more the company pays you.

Let your mantra be:

- Be interested.
- Be helpful.
- Have fun!

And always remember..

The people having the most fun win.



Ready to call on my desk.



"My goal is to give you more of your Self."
—Udana Power