

The RAMP Effect

Welcome Call (include another team member)

Purpose: Welcome New Customer in a warm and welcoming environment

After introductions, 3rd party will share their 1-3 minute Isagenix Story to include business & product, offer support, share resources. Then Close.

Make sure they walk away receiving enthusiastic support and confirmation that they are on the right path with the right people!

Things to AVOID on this call.

Coaching

Question/Answer

Upsell

Lengthy Calls - Keep it Short, Less than 5 minutes

