



Getting Started

Fast Track Training



Welcome to FTT

Welcome to your Fast Track Training!

This training series is designed to help you get started on the path toward your financial transformation. It's going to take some hard work and dedication, but you can do it!

In addition to this workbook, your Fast Track Training will consist of three videos, which will take you through the steps to build your Yoli business and transform your life financially. If you haven't done so already, be sure to visit yoli.com/gettingstarted before you begin your Fast Track Training, as it will give you the guidance you need to start off in the right mindset.

We wish you the best as you begin your Fast Track Training!





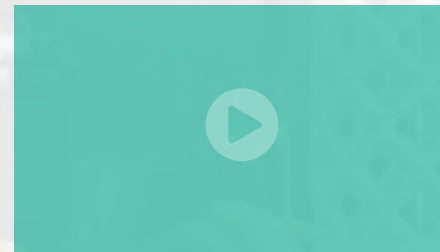
Your Fast Track Training will include three videos, all of which can be found at yoli.com/ftt. Be sure to follow along in your workbook and take notes as you watch the videos with your Sponsor!



**Video 1: Making Your List,
Scheduling Your Parties,
and Inviting Your Guests**



**Video 2: Hosting Your
Better Body Party**



Video 3: Follow-Up and Duplication

Make Your List

Start by making your contact list. Write down everyone that you can think of, and remember not to pre-judge anyone. You never know who might be looking for a transformation!




Name	Phone	Need	Status
1			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
2			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
3			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
4			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
5			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
6			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
7			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
8			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
9			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D
10			<input type="checkbox"/> I <input type="checkbox"/> A <input type="checkbox"/> D

I=Invited; A=Attended; D=Decided

Schedule Your BBPs

Scheduling your Better Body Parties in advance is what we call “forcing the calendar.” Forcing the calendar means being proactive in scheduling your parties and then inviting people to attend rather than passively waiting for enough people to show interest. This subtle shift will inspire you to take action and hit the ground running!

In the space below, schedule your first three BBPs. Remember, your Sponsor will do the first one for you, help you do the second, and then watch you do the third on your own.

 Sponsor	Date MM/DD/YYYY	Time : :	<input type="checkbox"/> a.m. <input type="checkbox"/> p.m.	Location
 Sponsor You	Date MM/DD/YYYY	Time : :	<input type="checkbox"/> a.m. <input type="checkbox"/> p.m.	Location
 You	Date MM/DD/YYYY	Time : :	<input type="checkbox"/> a.m. <input type="checkbox"/> p.m.	Location





Invite Your Guests

There are two basic ways to invite guests to your BBP: a 1-on-1 call and a 3-way call with your Sponsor.

1-on-1 Call

In a 1-on-1 invitation, you'll call the person you want to invite, let them know that you're hosting a Better Body Party, and invite them to attend. The most important thing here is to lead with the need, which means focusing on their needs and how Yoli can help them fulfill them.

3-Way Call

The steps for a 3-way invitation are simple: make the call, lend credibility to your Sponsor by saying a few good things about them, and turn the call over to your Sponsor so they can extend the invitation. As with the 1-on-1 call, you'll want to make sure you lead with the need!

Sample scripts

1-on-1 invite: "Hey, Sarah. Do you remember when you told me that you wanted to get healthier? I think I may have found a solution for you. It's called Yoli, and I'm having a Better Body Party at my house. I'd love to have you there so I can tell you more."

3-way invite: "Hey, Sarah. Do you remember when you told me that you wanted to get healthier? I think I may have a solution for you. I'm here with Laura, who is a great friend and businesswoman, and she'd like to speak with you."

Handling Objections

As you invite people to your BBPs, you're bound to run into some objections. While frustrating, these objections are a normal part of the process. It's how you handle them that matters! Here are some tips:

Always be courteous and respectful.

Be flexible in finding a time that works for them.

Try the feel, felt, found method: acknowledge how they feel, tell them how you felt before you were introduced to Yoli, and then explain what you found after you joined.

Instructions: Take a few minutes with your Sponsor to practice extending some invitations!



Pre-Party Prep

Preparing for your Better Body Party in advance will make it much easier once your guests begin to arrive. Here is a checklist for your pre-party preparations!

- Prepare samples of your favorite Yoli beverages.
- Prepare the room for your party.
- Create a positive, welcoming environment.
- Set out enough chairs for your guests.
- Prepare the videos.
- Display products.
- Clear the room of distractions.

Hosting Your Party

At Yoli, we've developed a system to make sharing the Better Body System as simple as possible.

Here are the steps for your Better Body Party:

1. Offer samples of Yoli beverages.
2. Play the Better Body Presentation video.
3. Show supplemental video of choice (optional).
4. Share testimonials.
5. Play Next Step video.
6. Collect a decision.

Note: Take a few minutes to talk about the Better Body Party schedule with your Sponsor before your first party.



Follow-Up

Ones

Ones are ready for both a physical and a financial transformation, so they'll join your team as Members. Your action steps for Ones will be:

- Schedule a Fast Track Training right away.
- Help them schedule their first three Better Body Parties.
- Do, Help, and Watch them with their BBPs.

Twos

Twos are interested in a physical transformation, so your action steps will be geared toward helping them succeed:

- Send them the My First 30 Days video, which can be found at yoli.com/gettingstarted.
- Exchange contact information in case they have any questions.

Threes

Threes aren't currently interested in transforming their lives with the Better Body System. This may change in the future, but for now, get their contact information and follow up with them at your discretion.

Additional Resources

You can find additional resources to develop your Yoli business at yoli.com/gettingstarted, yoli.com/ftt, and yoli.com/bbp.

Next Level Training

Once you reach Future Star, you can start on the next training program: Next Level Training. Next Level Training will help you learn the skills you need to get to 5-Star Gold and beyond. Once you reach Future Star, details on this program will be emailed to you.

Congratulations! You have completed your Fast Track Training and you're now ready to start transforming lives physically, emotionally, and financially!



WE TRANSFORM LIVES

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