

5 MUSTS FOR END OF 1ST VISIT

DR BARBARA EATON

1. "What did you enjoy the most about your visit with us today?"
 2. Communication to invite guest with them to their ROF
 3. Schedule ROF
 4. Collect any fees
 5. Invite to SFHLW
 6. Introduce NPM to existing member and ask existing member to share their testimonial
- ** Be sure to call, email, FB, or text your existing member and thank them for making a lasting in the impact of your NPM (use their name).