

Prove It Challenge™ Follow-up Checklist

Day 1

Member signs up for Challenge
Date: _____

- Send thank-you note
- Enter all reminder follow-ups in the back office
- Company e-mail sent: "Challenge Accepted"

Day 2

- Company e-mail sent: "Choose Start Date"

Day 5/6

- Follow-up call/text
- Send cleanse and smoothie recipes
- Company e-mail sent: "Prep for Cleanse"

- Products received?
- Review cleanse/get started
- Take measurements and "before" pictures
- Ask for a photo of person with products and tag on social
- Have a friend join with you; offer \$25 "referral" bonus

Day 9-15

Cleanse phase



- Follow-up call/text (suggest daily or every other day)
- Post-cleanse: ask for testimonial to share on social
- Company e-mail sent: "Post-Cleanse Tips" (Day 12)

- How are you feeling?
- What questions do you have?

Day 16-24

Continue strip and add shake



- Follow-up call/text (1-2 per week)
- Send shake recipes, tag on social

- Support through healthy lifestyle of strip and shake
- How are you feeling?
- What questions do you have?
- Offer \$25 "referral" bonus/business opportunity

Day 25

- Follow-up call/text
- Heads up about e-mail coming from company

- Review Shaklee Difference™
- Share loyalty benefits, offer AutoShip, place next order
- Offer \$25 "referral" bonus/business opportunity

Day 26

- Company e-mail sent: "Continue Feeling Amazing"