

# The Next Steps

Walk alongside and guide your New Consultant



## 1. Get to know your New Consultant

Build the relationship by asking their reasons for joining, goals and find out more about them (e.g. family/work)

## 2. Information they need to know

Explain Pathway to More Program

Invite to Facebook Groups (Team, ANZ Community)

Update New Consultant Office with profile picture, bank account details and opt in for Office Suite

Direct them to The Resource - (theresource.norwexapac.com)

Direct them to the The Training Hub - New Consultant Section

Invite them to the Welcome Call

## 3. Open for Business

Organise an Open For Business Launch Event

Introduce 'Who do you know' (F.R.A.N.K.I.) List

Discuss Your Norwex Your Way - direct to Training Hub  
Your Norwex Your Way - Party Basics

Arrange a time to observe one of your upcoming events

Share the benefits of setting up an Independent Facebook Page and Norwex VIP Group and support if required

## 4. Stay Connected

Check their preferred method of communication

Book a weekly check in call to track progress with Pathway To More and recognise and celebrate achievements