

ONE HOPE

New CE Profile

The CE Experience

Basic Info

Name of CE:

Start Date:

Phone Number:

Mailing Address:

City:

State:

Time Zone:

Birthday:

Contact Info

Preferred method for contact:

Preferred Phone Number:

Accepts Texts

Call Only

What time of day is best?

Email:

Facebook Account Name:

Family

Spouse or Partner Name:

Other Family Members (Children, Parents, etc.):

Names:

Pets:

Work & Career Background

1. Do you work full or part time in addition to ONEHOPE?
2. Do you have any special skills you want to share?
3. Have you ever worked with a direct sales, party plan, or network marketing company before?

Goals & Dreams

1. **Why** did you choose to start your business with ONEHOPE?
2. What is your **dream**?
3. **How much would you like to earn?** How much do you need to earn to reach your dream?
4. **By what date** would you like to earn this amount?

Rewards & Recognition

Recognizing milestones & success is very powerful when done consistently. When you recognize your team for behaviors that create success they will feel inspired to keep doing them and contribute to the team goals. Find out here the types of rewards your New CE likes to receive.

What type of rewards do you like to receive for recognition or incentives?

Cash

Product

Business Supplies

Mailed Hand-Written Card or Letter

Spa Appointment

Jewelry

Handbags

Trips

Phone Calls

Dinner, Drinks, or Dessert

Movie Tickets

Seminars/Workshops

Store Gift Certificates

Recognition in a Newsletter

Shout-Outs

Surprises

Walking the Stage

Other:

A fun way to get to know your CE is to learn about their favorites so you can send them fun rewards when you have team challenges or incentives, or you can send them something out of the blue to let them know you are thinking of them. Have some fun asking them about their faves:

Sugary Munchy:

Salty Munchy:

Favorite Meal:

Beverage:

Wine Varietal:

Colors:

Sports Team:

Hobbies:

Collects:

Loves to Receive:

Favorite Restaurant:

Other Ideas:

Mentor Notes

Welcome Call:

Notes:

Coaching Call #1 :

Notes:

Coaching Call #2 :

Notes:

Coaching Call #3:

Notes:

Training Track

New CE Getting Started Call Completed Date:

Basic Business Training Guide 1 Completed Date:

Basic Business Training Guide 2 Completed Date:

List other areas where your new CE may need help with further training:

Getting Started Checklist

Sent Welcome Text

Held Welcome Call

Talked with CE about the Why (**Welcome & Coaching 1**)

Talked with CE about their Goals (**Coaching 1**)

Introduced Fast Start | Focus on Rock Star and FS100 (**Coaching 1**)

Introduced MORE | 2-2-2-2 System of Success (**Coaching 1**)

Showed CE Back Office, App & Playbook Broadcast Cards (**Coaching 1**)

Helped CE create their Contact List (**Contact 1**)

Helped CE with how to invite their contacts to attend, host, or join (**Contact 1**)

Introduced Building a Balanced Business (**Coaching 2**)

Helped CE with their Calendar Management (**Coaching 2**)

Trained on "Selling", Booking & Host Coaching (**Contact 2**)

Reviewed Tasting Event Notecards & Event Flow (**Contact 2**)

Introduced How to promote to SCE & Review basics of Compensation Plan (**Contact 3**)

Introduced Team Building & Discovery Calls (**Contact 3**)

Set Goals with New CE for their next 4 weeks (**Contact 3**)

Details:

Shared opportunity events (virtual happy hours/sip and shares)

Details:

Shared training (Fast Start Training Path, Basic Business Training, Gather to Grow, team trainings)

Details:

Recognize, Reward & Encourage

Recognize the BIG STUFF	Shower with LOVE	Moments to ENCOURAGE
Deciding to join ONEHOPE	Reach out and call	When making their first reach outs
Receiving their Join Kit	Invite to get together	When coaching their first host
Booking their first tasting event	Send a handwritten note	When hearing the first “no,” and the 10th, and the 20th....
Receiving their first paycheck	Post a congratulations on the CE's Instagram or personal profile on Facebook	When a tasting event cancels
Achieving Fast Start levels		When a target or goal is missed
Completing New CE Getting Started Call	Asking someone from the Home Office to reach out	When a tasting or event doesn't turn out well
Attending weekly trainings	Giving a pack of catalogs, business supplies, or something from the marketplace	When a loved one or family member is unsupportive of their business
Mentoring their first team member		
Closing their first event	Giving a gift of personalized cards	
Enrolling a Wine Club member		
Making their first impact	Create and give a set of business cards for a promotion	
Promoting to a new rank	Recognizing at your team meeting and on team calls	
Conducting a \$1,000 tasting		

You don't inspire your teammates by showing them how amazing you are. You inspire them by showing them how amazing they are.

Robyn Benincasa