



# Month End Magic



Print out this check list. No matter where you are, you never throw in the towel. Every step you take brings you closer to end your goal. We've seen MAGICAL things happen in the final hours of any month. Leverage your tools, the team and the "End of Month Tips" to close with pride and set yourself up to WIN!

1) **FOLLOW UP:** Anyone who expressed interest and hasn't pulled the trigger. Say hello. Ask them, "Are you ready to get started?" If not ask, "What's holding you back?" FACT - You miss out on 100% of the people you don't follow up with.

2) **WIN BACK:** Contact former customers and consultants. Remind them of the value they saw when they first got started. See where they are now. Offer an incentive to come back such as a free product. Get creative. Even if you can get 1-5 percent of your inactive people back, it can help you or someone on your team hit their monthly goals.

3) **GET PAID:** Qualify for commissions - ensure you have Sales Volume Requirement (SVR). SVR take into account what you buy (capped at 150) plus your personally enrolled customers. The SVR required to be paid varies based on your Rank, as follows;

- Consultant or Consultant 1 (less than 500 on organizational volume) = 150 SVR
- Consultant 2 (500-999 organizational volume) = 200 SVR
- Consultant 3 (1,000 1,999 organizational volume) = 250 SVR
- Senior Consultant 1 and above (2K and up in organizational volume) = 300 SVR

Unsure where you stand? Check your back office, call, text, or Online Chat with Consultant support or your leaders. Don't leave money on the table.

4) **MISSED VOLUME:** Double check your personally enrolled customers and consultants. Ensure ALL subscription orders have run. If they didn't, REACH OUT. Credit Card can and do expire or the bank declines in error. The way they feel and overall health depends on it. Look out for them.

5) **LEVEL UP:** If you want to achieve the next rank up, check your Group Sales Volume (GSV) to see where you may be falling short, if at all. Check the "Next Rank Advancers Report" under "reports" in your back office. See who is close to Rank Advancing or falling short. Reach down & out. Offer assistance where you can to help them close the gap. Unsure where you stand? Contact Consultant support or your leaders.

6) **CLOSE LIKE A BOSS:** Leverage ALL the tools available to you. Schedule 3-ways calls over the next couple days to those on the fence. Offer help to those on your team who are close to rank advancing. Don't be afraid to ask a closing question. Locate the Team Launch Guide, Training tools, recorded webinars and more on the Team Website: [www.LVGOPRO.com](http://www.LVGOPRO.com)



# Month End Check list

PRINT THIS OUT MONTHLY TO HELP YOU STAY ON TRACK

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DID I FOLLOW UP WITH ANY ALL POTENTIAL CUSTOMERS / CONSULTANTS?

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DID I ATTEMPT TO "WIN BACK" ANYONE WHO IS NOT STILL ORDERING?

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DID I SECURE THE RIGHT AMOUNT OF "SALES VOLUME REQUIREMENT" TO GET PAID?

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DID I ENSURE ALL OF MY PERSONAL ENROLLMENTS ORDERS SHIPPED?

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IF I'M LOOKING TO RANK UP, HAVE I CHECKED WHERE I STAND AND THOSE ON MY TEAM?

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HAVE I LEVERAGED ALL THE TOOLS AVAILABLE TO CLOSE ONE MORE SALE? 3-WAYS CALLS, TEXTS, ZOOMS, VIDEOS ETC.

*Congratulations*

If you have successfully checked each box then you are making forward progress. Congrats!  
We hope you are as proud of you as we are.