**NAME**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Insta Handle/ Clubhouse Name:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Location**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Date**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**LORD** - Location, Occupation, Recreation, Dreams: What do you know about them from their posts, conversations, lives, comments…

**First Contact (how did you meet, where, when):**

**1st ASK: how, when, what (Date, Zoom, Call, Voice msg)**

**In FB VIP Group Now? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. Date they joined:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_

**ATM Method!!! Ask, Tag, Message and they Join!**

(“I’d love to invite you to join our Exclusive VIP Group on Facebook. There you can have a look more at this business, products, company and community. It is by INVITE only. Would you like me to send you an invite? It is a great place to learn more!)

**Notes and Next Steps:**

**More info on them and Follow ups and Closing! (Use back of this sheet for more space)**

**ASKS** (Product sample, 30 Days, Facial Mask girls night, Referral, Opp Pres, Zoom 1:1, **Close**: **Sign on as IC or PC (Dates and Notes taken for each ask)**