



# karatbars

Dear Karatbars Partner,

One of the great challenges that most businesses and professionals face is in the arena of finding prospects better known as affiliates and/or customers and many new Karatbars affiliates face this same challenge. However, within our Karat Bars business system, we virtually create an entire field of the most fertile and high potential ready to harvest prospects that we refer to as **“Hot Prospects”**. These hot prospects are in your down line known as **“Blue Dots”** (people who signed up for a free account but have not ordered a package) and most were recruited by someone else via the “spillover” or dual team system. These are individuals who had enough interest in Karat Bars to actually view the videos and go on to the next step of actually signing up for a free account. No one goes through this much effort that is not interested in going to the next step and learn how to save Gold and even work the business. They are just waiting for someone (You) to contact them and show them the next step on how to order Gold, get a package and learn the business.

Here is an easy to follow “Turn Key System” (Developed by our Leadership Team)

### **The Hottest Prospects:**

Understanding how to use the **back office** as a prospecting tool, this is where the **hottest prospects** we currently have are located and if they are a blue dot partner, they need our attention.

Whether you personally sponsored them or some one else in your down line did, we need to get to that partner and ask some important questions about why they are still blue. You should spend at least an hour a day in your back office, me personally all day, but that's not important, what is important is creating this habit with our team.

Here are some tips on how to prospect like a seasoned professional, a dedicated true professional who understands where the money is coming from. Once you master this concept, you will see a large improvement on your units allowing you to cycle more effectively daily.

### **Step One:**

Click on **Team Statistics**, and then click on **Dual System**. This will take you to your down-line, now review each member whether they are paid partners or free partners. The Free partner is what we will concentrate on. The reason I says click on all your partners is to see how each member is doing, and making sure that there **KYC are uploaded**, are they on **Automatic Monthly Purchase Plans**, if not ask them why they are not, could be because they have no idea how to do it.

How to set up **Automatic Purchase** for your savings account of gold. Click on **Product Purchase** and then click on **Auto & Special Exchange**, then select **Monthly Payment** enter amount you want to purchase for that month and it is done. Make sure you also enter your **3% discount card**, so you can save a little on your purchase.

That is it; you are all set with your monthly purchase. When you take the time to review your upgraded partners, you also taking the time to become a true leader and provide information to partners who might have had no idea this feature existed.

### **Step Two:**

Now we will concentrate on the **Blue Partners**, our free members, our hottest prospects. The key areas to concentrate on is the date they joined, have they up loaded their KYC as of yet; if they have uploaded their KYC documents then they are a very hot prospect. Question why have they not purchase a package? This is the type of investigation of details you will need to focus on, to understand how to handle this free member.

If the prospect has not uploaded the KYC, the first question you need to ask, is why he/she has not uploaded his KYC. Perhaps they had no idea that they had to provide this important step. I have partners that are VIP's that have not uploaded their KYC, guess what? They do not get paid if KYC documents are not uploaded sad but true. If you personally sponsor them you will have access to all their contact information, if you did not, you need to do more investigating on who this free member is.

How to locate the contact information if you did not personally sponsor this member: This takes a little time, but when it is processed correctly, the rewards out weight the effort and time you spent. Here is how you do this step, click on the username of who sponsored this member, you will find that at the top of your **Dual Team Network**, copy and paste the username and paste it in the box that says **Search by Username**, keep repeating this process until you have the contact information of who sponsored this member.

### **Step Three:**

Now you have the contact information of the person who has sponsored this member. The most effective way is send them a short email with the username, the date they joined and tell them, ***"I notice you have a new member in your down line, congratulations, any reason why they have***

*not uploaded their KYC, have you contacted this person and what is their story? Would you like to do a three way call with them and see what type of questions he or she may have”?*

Most of the time the prospect has **NOT Been Contacted** he or she is lost, needs support from the up line and most groups never make the effort to understand the mind set of this free member. You will be pleasantly surprised that they will be happy you made an effort to contact them. Think about when you first joined, were you not confused, lost and hoping someone would provide you with leadership. This information package I developed enhances your chances of converting more prospects into upgrades.

**Question to “Ask” your prospect.** (Once you have introduced yourself to them, and congratulated them on being part of your team as a partner)

*“What attracted you to Karatbars”?*

*“Have you had an opportunity to review the Information package”?*

(Tell them about all our training calls, conference calls, the sizzle call and all the support they will get from our up line.)

*“I am sure you have several questions that you would like answered”?*

By asking question and answering them you are providing leadership, but more importantly confidence in your prospect.

Then once they are fully satisfied, add a trail close. *“So what package would you feel most comfortable with”?*

They will ask you this question 7 out of 10 times; *“What package did you come in at”?*

Whatever package you came in, I can almost guarantee is the package they will select.

Follow this simple 3 step prospecting system and you will be have more people get packages, get gold and work the business as serious business builder. All those blue dots in your back office in your down line are a potential financial fortune.

Your Karatbars Leaders,

Don and Melinda Boyer  
With Up Line Leader Joseph Botelho