Day 0
Meet in person or phone call *(if out of area)*
- Walk through meal plan & products for days 1-10
- Add to Team Evolve Results Facebook Page
- Add to customer email list
  EvolveLifeByDesign.com
  > Get connected
  > New customer email list
- Inform new teammate about check in days to come:
  Days 1, 3, 7, 10

Day 1
Check in call *(3-5 min)*
- “Walk me through your day…”
- After taking notes ask “Can I give you a few tips...?”

Day 3
Intro call with your Sponsor/Mentor*
- “Happy Day 4! How are you doing? Any questions for me?”
- “You and I are going to call my friend _____ who is my AdvoCare coach and has been doing AdvoCare for a while now. It’s just a quick 10 minute introduction so that you can see you have a huge support system and if at any time I am not around to answer your questions, you can reach out to _____ any time. But before you do that I want to make sure I introduce the two of you... what’s your availability to chat today?”

*Only necessary if you did NOT use your sponsor on a 3-way call / 2:1 to get this person started on product...
Day 7  Check in call *(3-5 min)*
- “How great are you beginning to feel?!”
- “How much weight have you dropped?!”
- 2lb log of ground beef reality check
- “Any questions for me while you have me on the phone?”
- *Set up day 10 overview meeting or call*

Day 10  Meet in person or phone call *(if out of area)*
- Walk through meal plan & products for days 11-24
- Encourage: “So far any weight you’ve lost is extra credit!”
- Talk about increasing exercise output - Use Evolve Workout packet weeks 1 & 2
  
  **Plant seed for day 17 call with sponsor**
  - “Don’t forget to mark down in your schedule that on Day 17, you and I will call ________ to go over what’s next and to make a plan for where to go after day 24 and then ________ will also share how to increase your discount so that you can save the most money as we continue to move forward after the 24 Day Challenge...”

Day 11  Check in call *(3-5 min)*
- “Walk me through your day...”
- “Can I give you a few tips...?”
- Share breakfast ideas for Protein + Fat + Veggie
- Greek yogurt, olive oil, spinach, Spark smoothie
- Muscle Gain, peanut butter, spinach smoothie
- Egg omelet with fresh veggies
- Remind about recipes page on EvolveLifeByDesign.com
Day 14 Check in call *(3-5 min)*
- “Walk me through your day…”
- “Can I give you a few tips...?”
- Remind that weight on scale will fluctuate
- Offer PM snack as a shake (Muscle Gain, oats, spinach)

*Set up day 17 call with sponsor & send “what’s next” video links*
- “I’m going to send you two links to overview videos for our Evolve and 72 Day Challenge Programs. The videos will cover details about both options and then you and I will call ________ to review your questions and ________ will give us guidance on what the next step is for us, along with how close you are to a lifetime 40% discount and what your best options are for getting there...What’s your availability on (day 17) for a quick 20 minute call?”

Day 17 Momentum Builder 3-Way call with your Sponsor/Mentor
- Call your mentor 2-3 minutes prior to scheduled call time
- Bring teammate onto the call
- Briefly introduce your sponsor to teammate
- Introduce teammate to sponsor *(build up their results, make them feel good!)*
- Pass the call to sponsor and put phone on MUTE
- Listen and take notes
- Help teammate place order and/or get into the Getting Started Training

Day 20 Check in text
- “Happy day 20!! How are you doing? Any questions for me?”

Day 25 Celebration meet up or call
- “Happy day 25!”
- Final Weigh In, Pictures, Measurements
- Ask permission to share results on Facebook
  *Share on both Team Evolve Results Page AND Personal page.*
- Review next program together