

# FOLLOW UP SYSTEM

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FOLLOW UP STARTS AT THE SIGN UP. SET COMMUNICATION EXPECTATIONS AND LET THEM KNOW YOU ARE THERE TO SUPPORT THEM AND HELP THEM GET THE BEST RESULTS THEY CAN. THERE IS NO ONE RIGHT METHOD OF SCHEDULING YOUR FOLLOW UP, CHOOSE ELECTRONIC, OR PAPER, **BUT JUST CHOOSE A WAY.**

**FIRST MONTH FOLLOW UP ON DAYS 3, 7, 14, 21, 2 DAYS BEFORE SO**

## WHAT TO ASK

1. WHAT ARE YOU LOVING ABOUT YOUR PRODUCTS?
2. HOW MUCH WATER IN OUNCES PER DAY ARE YOU DRINKING?
3. HOW ARE YOUR CRAVINGS?
4. HOW IS YOUR ENERGY?
5. ARE YOU SLEEPING WELL?
6. HAS YOUR DIGESTION SLOWED DOWN, SPED UP OR ARE YOU BLOATED?
7. TELL ME ABOUT WHAT YOU'RE TAKING, HOW MUCH, AND WHEN

**DON'T AS THESE ALL AT ONCE. KEEP IT CONVERSATIONAL.**

## SUCCESS CHECKLIST

- CELEBRATE WINS
- REDIRECT NEGATIVITY
- INVITE TO SHARE
- ACTIVATE IN THE COMMUNITY + EVENTS
- CONSIDER DIFFERENT PRODUCT RECOMMENDATIONS
- EXPECT THE BEST, PREPARE FOR THE WORST (DETOX)

## DEALING WITH DETOX

1. CONSIDER DIFFERENT PRODUCTS OR DOSAGE
2. MILK THISTLE
3. ADJUST PB5/BC
4. ACTIVATED CHARCOAL
5. EASE/X FACTOR
6. EPSOM SALT BATH
7. SLOW IT DOWN

## ADJUSTMENTS AS FOLLOWS:

### 7 DAYS IN ASK THESE QUESTIONS:

1. HOW IS YOUR WATER INTAKE? REINFORCE AND GIVE TIPS FOR INCREASING.
2. HOW ARE YOUR CRAVINGS AND ENERGY? REMIND THEM AS THEIR GUT MICROBIOME CHANGES, THEIR CRAVINGS WILL, TOO. DAY 7 WE INCREASE PROBIO5.
3. HOW IS YOUR DIGESTION? (GAS, BLOATING, POOPING)

**CONSTIPATED**- IF DOING WELL ON 4 BIOCLEANSE, STAY THE SAME. STILL CONSTIPATED? ADD 2 MORE BIOCLEANSE. 3AM, 3PM. PROBIO5 TO 2/NIGHT. SEE IF THIS MAKES THEIR CONSTIPATION/BLOATING WORSE. IN SOME CASES YES, IN SOME NO. IF WORSE BLOATING DROP BACK TO 1 PB5 FOR NOW.

**REGULAR**- INCREASE BIOCLEANSE TO 3/DAY AND PROBIO5 TO 2. USUALLY 1 BC WITH SLIM AND 2 AT BEDTIME WITH PB5.

**TOO FREQUENT**- IF THEIR BATHROOM HABITS ARE SLOWING DOWN, ADD A SECOND BC. IF NOT, STAY WITH 1. INCREASE PB5 TO 2.

**STILL LOTS OF SUGAR CRAVINGS**- INCREASE WATER INTAKE, BEHAVIORAL MODIFICATIONS (NOT STOCKING IT IN THE HOUSE, PREPPING HEALTHY SNACK OPTIONS, ETC), INCREASING PB5 TO 2 THIS WEEK MAY HELP OR WE MAY NEED TO GO UP AGAIN NEXT WEEK.

### 14 DAYS IN ASK THESE QUESTIONS ASK THE SAME QUESTIONS YOU ASKED ON DAY 7

**CONSTIPATED**- IF STILL CONSTIPATED ON 6/DAY AFTER INCREASING LAST WEEK, TALK ABOUT ADDING IN VITALBIOME. INCREASE TO 2 PB5 BECAUSE SOMETIMES THAT IS THE KEY FOR PEOPLE. ALSO, KRISTEN ANDERSON, A PHARMACIST ON OUR TEAM, RECOMMENDS THIS FOR A TEMPORARY MEASURE JUST TO GET THEM MOVING AND PAST THAT FIRST WEEK OR TWO.

**REGULAR**- STAY AT 3/DAY OF BC UNLESS THEY HAVE SLOWED DOWN A LITTLE. IF SO, ADD A 4TH BC. INCREASE PB TO 3/DAY. USUALLY 1 BC WITH SLIM AND 2 AT BEDTIME WITH PB5. IF TAKING 3 OF EACH, FOR EASE, HAVE THEM TAKE IT ALL TOGETHER AT BEDTIME.

**TOO FREQUENT**- IF THEIR BATHROOM HABITS ARE SLOWING DOWN, ADD A SECOND BC. ADJUST BC ACCORDING TO THEIR FREQUENCY. IF NOT, STAY WITH 1. INCREASE PB5 TO 3.

**SUGAR CRAVINGS**- INCREASE WATER INTAKE, BEHAVIORAL MODIFICATIONS, INCREASING PB5 TO 3 THIS WEEK MAY HELP OR GO UP AGAIN NEXT WEEK. SUGGEST A SECOND SLIM.

**DETOX SYMPTOMS**: REDUCE PB5 FROM 2 TO 1. ADD MILK THISTLE AND LEMON WATER. IF TERRIBLE DETOX SYMPTOMS, CONSIDER SLOWING DOWN ON PB5 UNTIL SYMPTOMS SUBSIDE. ADD IN EASE, MILK THISTLE AND/OR LEMON WATER. IF LOTS OF BLOATING AND DIGESTIVE ISSUES, CONSIDER ACTIVATED CHARCOAL.

**21 DAYS IN**: ASK ORIGINAL QUESTIONS. IF BLOATING PERSISTS CONSIDER THESE THINGS: MORE BIOCLEANSE, CHANGING TO OTHER VERSION OF SLIM FOR NEXT AUTO SHIP, CHANGING TO ORIGINAL XFACTOR, ADDING IN EASE IF NOT ALREADY TAKING, ACTIVATED CHARCOAL, MONOLAUREN, MORE FRUITS AND VEGETABLES, MORE WATER INTAKE, MORE MOVEMENT.