

# ARC: NLSS NLPF SALES TRAINING

## PRE CONFERENCE CALL TRAINING:

- 1- Every Body needs to view TV. news media DVD (8-min.)
- 2- Every Body needs to view the Houston Training DVD (80-min.)

## CONFERENCE CALL PREPARATION:

### OPTION 1:

We train you the Distributor and a small group of your closest Sales Persons then you train the rest of your Sales Persons.

### OPTION 2:

We set up a visit where we send a person from our office and we go through everything you have seen on the Houston DVD at your expense.  
**(Cost of travel food and lodging)**

- 1- Training needs to take place from a centralized location.
- 2- Dry samples:

We suggest that you make your own. In order to make your own, you will need to purchase the following.

- SUPPLIES: - 12-4x3x8 Meatloaf Pans from (Dollar General Store or WalMart)  
- 12-Plastic Bags from (Dollar General Store or WalMart)

## CONFERENCE CALL TRAINING:

- 1- Questions / Answers (30-min)
- 2- Making Your Own Dry Samples part 1 (1<sup>st</sup> half of NLPF Split Kit) (30-min.)
- 3- Who can tell us how to use the product?
- 4- Making Your Own Samples part 2 (2<sup>nd</sup> half of NLPF Split Kit) (30-min.)
- 5- Questions / Answers (30-min)