

Steps to Feeding it Forward



“Say, Share, Do” gives you the tracks to run on when sharing this God idea with others. These are the steps to follow to get into action and then to set your people up for success with building a feed back mission/ministry. We pray these suggestions are helpful and inspire **YOU** to feed people and inspire **OTHERS** to be His hands and feet in the marketplace.

*Do not withhold good from those to whom it is due, When it is in the power of your hand to do so.
Proverbs 3:27*

Steps to Feeding it Forward

STEP 1 SAY



- **TEXT, EMAIL AND PHONE SCRIPTS**
- **WHO DO YOU KNOW?**
- **ARE YOU OPEN?**
 1. Character Traits
 2. Your Executive Team
 3. Expand Your List

STEP 2 SHARE



- **SHARE A SHORT VIDEO**

STEP 3 DO



- **SETTING PEOPLE UP FOR SUCCESS**
 1. Invite to a 3 Way Call
 2. Share Recommended Project Feed it Forward Cart
 3. Review New Associate Checklist

SEND A VOICE TEXT:

...Are you open to looking at a financial opportunity that allows you to create wealth through contribution?

...Are you open to looking at a financial opportunity that impacts the social injustice of hunger and poverty AND adds money and meaning to you life?

...I am/we are on a mission to feed the hungry and I am/we are partnered with an amazing company that has the perfect resources to help me/us. Do you know any anyone interested in feeding the poor, increasing their resources and creating an additional stream of income? Are you open to taking a look and learning more about it?

...I am/we are really excited to be working with a ministry team who is helping to provide meals for the hungry and at the same time create a stream of income that I/we can commit to a cause that is important to me/us. I'd love to talk to you about it. Are you open to taking a look and learning more?

...I have recently been able to leverage something I already do, provide meals for the hungry AND at the same time create a residual stream of income. I'm looking for individuals and groups who are looking for ways to increase their resources in order to help more people. Are you open to taking a look and learning more about it?

STEP 1: Say



WHO DO YOU KNOW/WHO DO YOU WANT TO CONNECT WITH

1) Character Traits

Make a list of 10 Character Traits that you'd like to have in a partner. These are non-negotiable (i.e. integrity, honesty, leader, Christian, service, etc):

2) Your Executive Team

Imagine for a moment that you're starting a multi million dollar company, which you have the potential to do here with our mission. Who would be the 15 to 20 people that you would want to have around your board room table, building your "ministry/give back team" with you?

Who have you always wanted to work with? Who's great in biz? Entrepreneurial? Who would love to work from home? Who do you know that's into philanthropy? Who is motivated to fund a dream or vision? Who is influential? Who wants to make an impact and has some of the values and traits that you wrote down?

Make a list of 10 to 20 people, at the most, that would qualify, in your mind, for your Executive Team.

3) Expand Your List

We all know people—individuals we grew up with, our friends, people from church, co-workers or people we've simply come in contact with. As time goes by, you will constantly be adding to this list through referrals, new contacts, remembering old acquaintances, etc.

Never PRE-JUDGE anyone while compiling this list. Don't worry about whether they will be interested or not. Only focus on whether or not they have one of the character traits that are non negotiable for you to have in a partner. Even contacts that do not get started will be a great potential source of referrals!

This exercise is meant to put everyone you know on paper and over time help them learn about our mission. Remember: The ones you think will, won't. The ones you think won't will. The ones you think can, can't and the ones you think can't...absolutely CAN! Some Will, Some Won't...Someone Else Is Waiting.

STEP 2: Share



If I.....would you?

If I sent you a short video would you take some time to watch?

When would be a good time to follow through with you?

I am available _____.

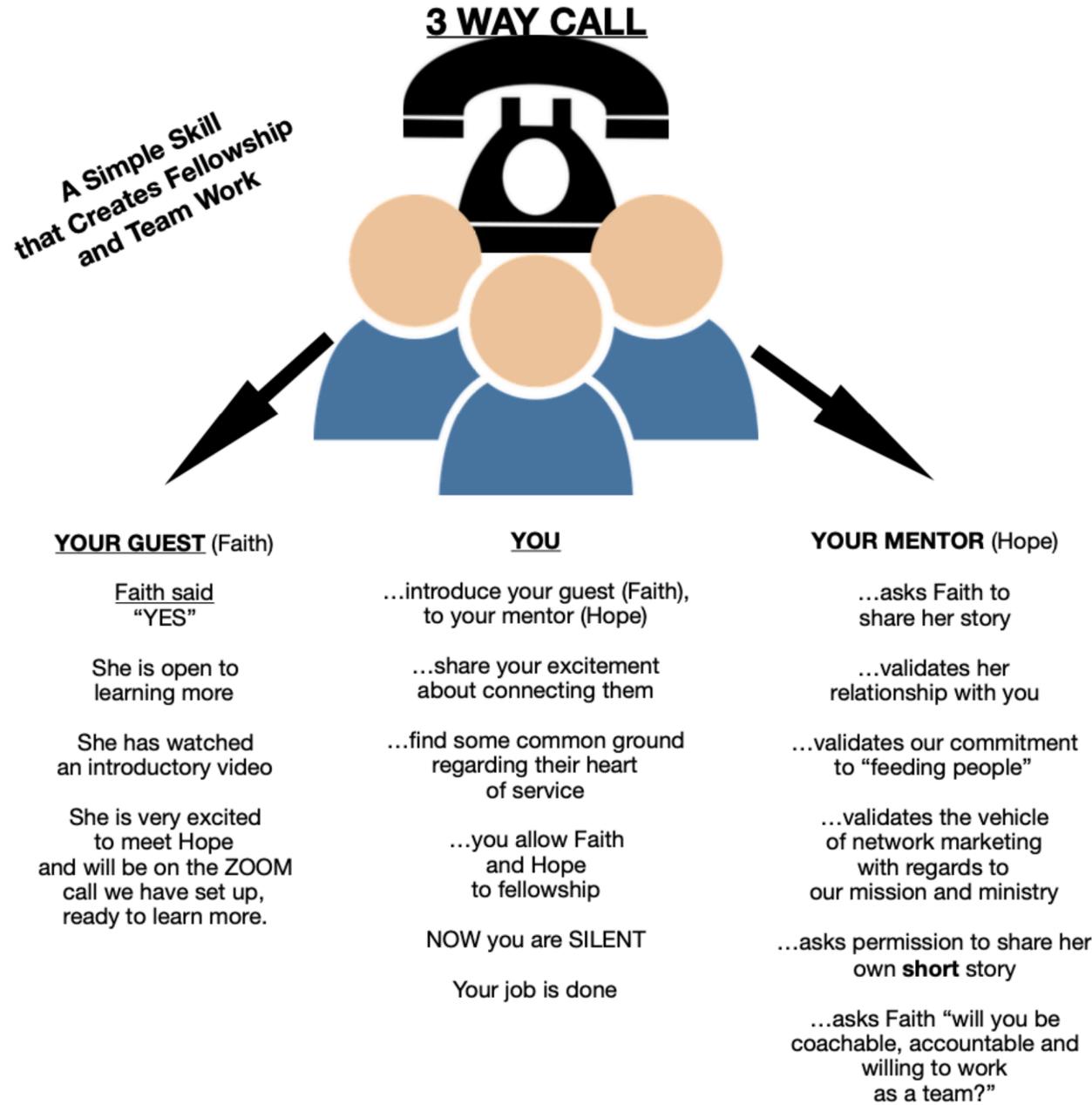
[Whiteboard Video](#)

[Vision Video](#)

[Cindy + Michael's Story:](#) The Next Entrepreneur

[Jason's Story:](#) Today is the day I discover a new opportunity

1) Warmly invite your interested person to a 3 WAY CALL.



This call creates a sacred space for us to come together in fellowship and make known our common mission. This is a good time to share contact information. It is a demonstration of the commitment to serve those joining in. It should ideally take about 15 minutes.

*"Two are better than one because
they have a good reward for their labor.....
A threefold cord is not easily broken"
Ecclesiastes 4:9-12*

STEP 3: Do



2) Share [Recommended Project Feed it Forward Cart](#) :

Click the link to watch how to create a recommended cart and **share** through our free [Isa Life app](#). Get back to the person who shared with you for help and mentorship.



3) Review this New Member Checklist:

These steps will ensure that your new member will be set up for success. This is a teaching and mentoring program that must be duplicated for our desired success to create teams to impact “hunger”.

Please be sure to complete this in order to serve others properly.

Name: _____ Phone: _____ Order Date: _____

___ Enrolled with subscription rewards (*set up for 28 days*), show how them how to set a reminder in their phone.

___ [Convert to Associate](#) - This is a \$29.00 yearly enrollment fee which opens up the opportunity to earn residual revenue. This is done in their Back Office and should be done *immediately before* building out their team.

___ Schedule a 3 Way Welcome Call with your mentor Date: _____ Time: _____

___ Send a Welcome Email copying your mentor.

___ Help them set up a “contact” Project Feed it Forward/Isagenix in in their phone:

- Customer Service phone number 877-877-8111

- In the notes section have them put their username and password to access their [Back Office](#).

- Your contact information and that of your mentor

___ Invite them to our [Project Feed it Forward FB page](#)

___ Invite them to subscribe to our [Project Feed it Forward UTUBE channel](#)

___ Familiarize them with the [Tools and Training](#) page of our Website

___ Share the Isa Life App with your New Associate and help them set up a Project Feed it Forward “cart” in their [Back Office](#) - This will be used for ease and duplication with new enrollments.