

# 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 as well.

*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
  4. Memory Jogger

## 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

## TEXT OR PHONE SCRIPT:

...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



## **STEP 1: Say (to whom)**

## **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.

#### **4) Memory Jogger**

##### **The Members of Your Own Family**

Father & Mother  
Father-In-Law & Mother-In-Law  
Grandparents  
Children  
Brothers & Sisters  
Aunts & Uncles  
Nieces & Nephews  
Cousins  
God Parents

##### **Your Closest Friends, People You Associate With Regularly**

Friends & Neighbors  
People you work with  
Church Members  
Sunday school class members  
Your kids' school teachers  
Your kids friend's parents

##### **Those You Send Referrals To**

Doctor, Lawyer, Accountant, Barber, Hair Stylist, Grocer, Butcher, Baker, Dry Cleaner, Manicurist  
Gas Station Attendant, Postal Worker  
Beauticians, Aestheticians, Waiters/Waitresses  
ANYONE YOU DO BUSINESS WITH

##### **Health Professionals**

Nurses  
Doctors / Naturopaths  
Acupuncturists  
Chiropractors  
Massage Therapists  
Nutritionists / Dietitians  
Allergists  
Cardiologists  
Pharmacists

### **People You Know Who Are Decision Makers**

Doctors

Human Resource Directors

Office Managers

Gym Owners

Restaurant, Cafe & Juice Bar Owners

Yoga Studio Owners

Spin Studio Owners

Cross Fit Owners

### **People Who Live In (Or Are From)**

Austria, Denmark, Finland, France, Germany, Ireland, Italy,

Japan, Norway, Poland, Portugal, Spain, Sweden, Switzerland,

Australia, Canada, Hong Kong, United Kingdom, United States,

Puerto Rico, New Zealand, South Korea, Taiwan, Australia, Belgium, Mexico,

### **List of Acquaintances Already Available**

Cell Phone Contact List

Facebook list

Instagram/Pinterest followers

LinkedIn connections

Christmas card list

Address book

Wedding list

Daytimer, Planner

List of fellow employees

Church directory

School directory of Parents

### **“Old Acquaintances”**

Former classmates

Elementary, Middle School & High School friends

Sorority sisters & Frat brothers

Ex boyfriends/girlfriends

Former co-workers

People in your hometown

**People You Know Who Like Network Marketing**

Friends in another company

Someone who's invited you to a "home party"

Friends of friends who love Network Marketing

"Burnt Out" Networkers

People You Know Who Are In Direct Sales

**Business supplies / Office Machine Salespeople**

Real Estate Agents / Brokers

Insurance Sales People

Car Salespeople

Medical Device Salespeople

Pharma Salespeople

Anyone in Direct Sales

Gym Membership Salespeople

People You Know Who Are Entrepreneurial

**Business Owners**

Work From Home

Former Business Owners

Real Estate Investors

Nail Salon Owners

People Who Talk About Residual Income

People Who Do Personal Development

People You Work Out With

**Gym members and Personal Trainers**

Front desk personel

Yoga instructors & classmates

Spin instructors & classmates

Bootcamp instructor & classmates

Running/Cycling group mates

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 \_\_\_\_\_.



## **STEP 2: Share**

[Whiteboard Video](#)

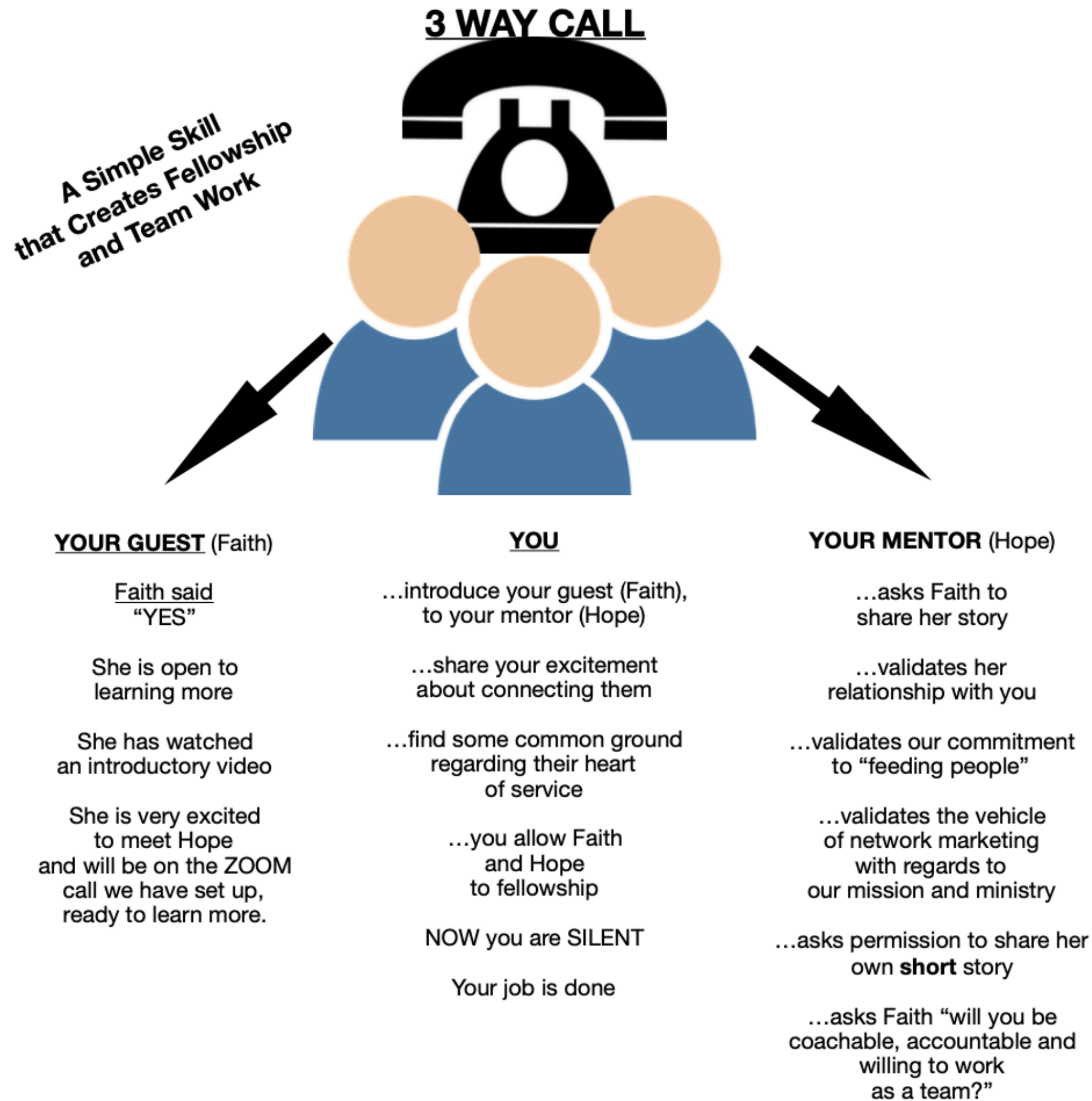
[Vision Video](#)

[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.



## STEP 3: Do

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*

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

click the link to watch our tutorial how to create a recommended cart

and share through our free app.

Get back to the person who shared with you for help and mentorship.



### 3) Review the 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 on Autoship (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.

\_\_\_ 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.