



# Onboarding - Quick Start Guide

## APLGO Corporate Information:

USA/Canada Customer Service  
(844) 888-4111  
support.us@aplgo.com

## Team Training Page:

www.TeamGladiatorTraining.com

## My Support Team:

Name \_\_\_\_\_ # \_\_\_\_\_  
Name \_\_\_\_\_ # \_\_\_\_\_

## Team FB Groups:

Team Go Extreme  
DNA Drop Testimonials Group  
Add Group \_\_\_\_\_  
Add Group \_\_\_\_\_

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>WEEKLY</b> Team Trainings 8pm EST RockstarZoom.com	<b>2nd WEEK</b> Science/Product Training w/ MEG 8pm EST- AplGoLive.us	<b>WEEKLY</b> Opportunity Presentation 8pm EST RockstarZoom.com	Sales Training with Coach Esther Training 3PM ET aplgolive.us		<b>MONTHLY</b> First Fridays Online Cocktail Party 8pm EST RockstarZoom.com	

\*WEEKLY - Your team will have additional team meetings, and presentations to attend **(ADD TO ABOVE CALENDAR)**  
Commit to attending the next live event on this date \_\_\_\_\_

# Your Success

## Get Focused

Write Down 3 Reasons for joining APLGO.  
What do you want and WHY do you want it?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## Get Organized

<https://backoffice.aplgo.com>  
Associate ID# \_\_\_\_\_  
Account Password \_\_\_\_\_  
My Website \_\_\_\_\_  
My Shopping Link: [https://aplshop.com/j/\[assc-id\]](https://aplshop.com/j/[assc-id])  
Enrollment Date \_\_\_\_ / \_\_\_\_ / 20\_\_\_\_  
Status (circle one)  
\$100 Promoter      \$600 Leader  
\$200 Associate      \$1800 VIP  
\$400 Builder      \$3000 Diamond  
Date I will join the DIAMOND CLUB \_\_\_\_\_

## Get Familiar

- Be your first & best customer. Either set-up your auto-activity order, or pick which DAY monthly you will be ordering your products.
- Activate your website, upload a picture, and change your password
- Start creating your APLGO story.
- Go to the website, FB page GUIDES, and your back office and be diligent about where to find everything.

## Get Skills

It is up to you to learn about the products, compensation plan, and systems by watching these intro trainings:

- Product - DNA Rapid Drops:  
<https://youtu.be/gm1sgmsEy-A>
- Product - BEAUTY Skincare  
<https://youtu.be/kovFKH7NNVU>
- Compensation Plan:  
<https://youtu.be/vo14VmiRnIQ>
- Rapid Funnel Intro:  
<https://youtu.be/cuzVaamCSLA>
- Back Office Training:  
<https://youtu.be/Mhu4B7T3SgM>
- Sharing Through The Samples System:  
<https://youtu.be/-Df-Z8TySog>

# Coaching Questionnaire

**Answer these questions for your sponsor to help create and execute your success plan:**

◆ What part of APLGO attracted you the most? (circle one)

- ✓ products    ✓ building a business    ✓ travel    ✓ community

◆ Circle the things that are the MOST important to you right now?

- |                   |                                    |                             |
|-------------------|------------------------------------|-----------------------------|
| Time Freedom      | Investment For Future              | Pay off some debt           |
| Additional Income | More Travel                        | Tax Benefits                |
| Flexibility       | Help out my community              | Relief from health problems |
| Retirement        | Stocking away \$\$ for a rainy day | Monthly products for free   |

◆ How do you prefer communication? (circle one)

- ✓ text    ✓ phone call    ✓ email    ✓ social media messenger

◆ How do you want to be coached when you have an obstacle, are frustrated, or have self-doubt?

- ✓ tough love    ✓ leave you alone    ✓ cheerleader    ✓ just listen to you

◆ What is the minimum amount of money to make per month for you to feel this is worthwhile?

- enough to pay for my personal & family's product
- less than \$500 per month
- \$500 - \$1000 a month
- \$1000 - \$5000 a month
- \$5000+ a month

◆ What is your pace? Do you want to sprint, run, walk, or crawl?

◆ How much income monthly would you like to be making in your first 90 days? \_\_\_\_\_

◆ How many total hours per week will you commit to making the above income goal? \_\_\_\_\_

◆ For How long will you commit to making working toward the above income goal? \_\_\_\_\_

◆ Reaching the above goal will allow me to:

◆ What is the ultimate dream:

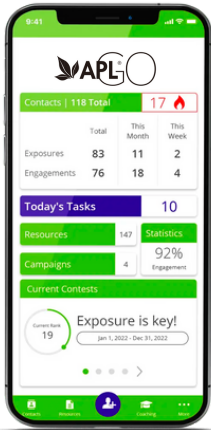
\*Keep in mind... the number of hours you are willing to work each week will affect how long it takes you to be in a position to begin earning your desired income.

## Build Your List

Start building your perpetual list - Brainstorm contacts that would be attracted to the APLGO products and opportunity. Start with at least 50.

- **2 categories:** those you think will be interested in the business, and those you think will be interested in the product.
- Phone contacts, Facebook friends, old neighbors, friends on social media, networking group connections, expos, etc.
- **Add to the list EVERYDAY.** When finished with the first 50, highlight the top 5 prospects
- **Hot Market** - Write down anyone who you could call on the phone and even if their phone screen was gone, they would know who it is just by your voice - put these people at the top of your list.
- **Warm Market** - Anyone who knows your name, face, etc. Put these people on your list next, sometimes this takes a memory jogger
- **Cold Market** - These are everyone else. LITERALLY the majority of the world.

# Share The Product - Show The Plan



- **Download the Rapid Funnel app from the app store on your phone**
- Create a NEW account with a new password (different than your APLGO password)
- Use group code: **extreme** (all lowercase)
- Remember to add YOUR APLGO ID to your new account
- Go through the initial WIZARD getting started training.
- You will find additional trainings and video tutorials on how to effectively use the app - they are located in the training/coaching section of the app itself.

## YOU ARE PAID FOR PRODUCT SALES

Here is the 5-step system to guide you in selling your products and building your team. The more exposures you present to prospects the more people you will have in your sales funnel.

### 1st Step - Pique Interest

- Create curiosity with scripts provided below. (call, voice text, or text ) Ask questions to find where APLGO can fill a need in their life.
  - Are you currently taking nutritional supplements?
  - What do you like/not like about them?
  - What are your 2 biggest health challenges?

### 2nd Step - Invite (RF app)

- Once prospect engages with you, invite to check out a teaser intro video about the products, science, or business to pique their interest further.
  - Would it be okay if I shared something with you?

### 3rd Step - Present A Tool (RF app)

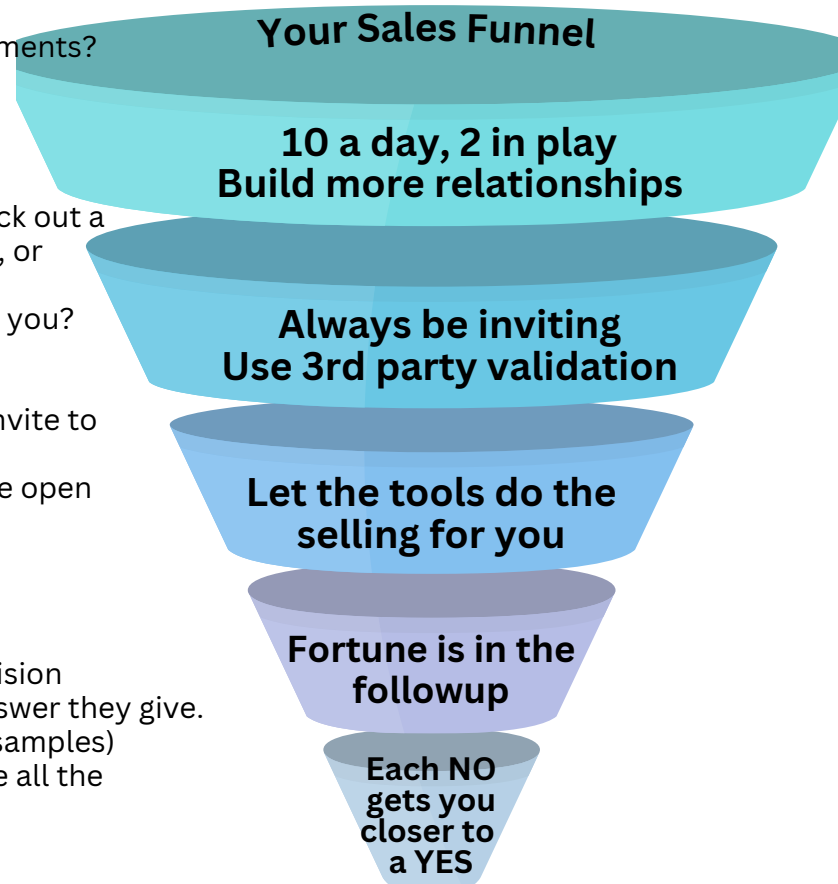
- Send a teaser video, a video presentation, or invite to a live zoom presentation.
- Ask what they liked best about it and if they are open to learning a bit more.
- Plan a 3-way call with your sponsor or another teammate

### 4th Step - Follow Up (RF app)

- Ask what information they need to make a decision
  - send follow up materials to address the answer they give. (data sheets, videos, pdf's, presentations, samples)
  - Repeat this numerous times until they have all the information they need

### 5th Step - Collecting Decisions

- If you don't ask for the sale, the answer is always no
  - Do you feel APLGO would provide the solution you have been searching for?
  - Are you more interested in being a customer or joining as a distributor like me?
  - On a scale from 1-10 (1 being not at all, 10 being ready to sign up) where do you see yourself?



**People do business with those they know, like, and trust. Solve the problems and the sales will close themselves**

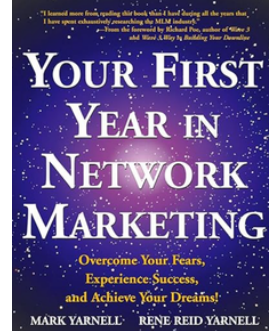
# Take Action Now

Your income will come from doing the following activities. The more you do, the more your business will grow. You will need to commit to the following:

- One-On-One meetings
- Sending out samples
- Have a launch party
- Attending events in your area
- Inviting to presentations
- Host home or online zoom meeting
- Making intro phone calls/texts
- Doing 3-way calls with Sponsor
- Sharing the company/comp plan

## Your Assignment

1. Get some tools - brochures, business cards, samples of products
2. Begin reading the book **Your First Year In Network Marketing** by Mark Yarnell
3. Start sharing the product and showing the plan 5-7 times a week



Product Scripts  
→

Hey there, can I ask you for a quick favor? I just launched a business (don't worry I'm not asking you to join anything, LOL) What I need is people I trust and respect to look over a short product video and give me some feedback. You may even see something you like, and if that's the case I will send you some free product for helping me out.

I'm way too excited to not send this to you! A product recently crossed my path and I immediately thought of you. I know you are always open to hearing about the newest high tech health products, especially if it is the first of its kind. I really value your opinion. Would it be okay if I sent you a short video?

The reason I'm reaching out is I have been introduced to something that I believe will be the biggest product to ever hit the health industry. I don't know if it will excite you like it has me, but I think it's worth a couple minutes of your time to find out for yourself. Can I send you a short video that gives you an overview of the products?

I have recently launched a new business. It is already looking like the biggest thing I may ever do. I am so excited about it, it's keeping me up at night! It is new here in the USA but very successful globally. It may or may not be for you, but the last thing I want is for you to come back to me in 6 months and say "I wish you had told me sooner!" Would you like to take a peek at it?

Business Scripts  
→

If this economy has taught us anything, it is that a side hustle is now a necessity, and having an additional stream of income is no longer just an option. I found something that is really making waves in pre-launch here in the U.S., but it is already 13 years proven successful all over Europe. If you are open-minded to brand new opportunities, would it be okay if I sent you a short video?

I'm working on a new project and looking for extraordinary people to participate. It is referral marketing, so much of it is done online. Here is what we have realized: a lot of people step over their health to gain wealth, but then later in life have to spend all their money to get their health back. So, if I could show you how to get healthy with a product that is as simple as a mouth-watering candy, infused with negative ions, and you could make income sharing this with others, would you be interested in taking a peek?