

Module 2 Worksheet
45 Day Customer Welcome Mind Map & System

1. The five steps in the 45 Day System are:
 - a. _____.
 - b. Build a Deep Connection
 - c. _____.
 - d. Encourage Consumption
 - e. _____.
2. What kind of process is needed when dealing with new customers? _____. Why?
.
3. In Day 1, send them a _____ to inspire them to feel better about their decision. A more personal way is to _____ them.
4. True or False: it would be a good idea to send the customer a thank-you card when they are assigned to you or bought from you.
5. True or False: you shouldn't use encouragement with customers to buy things or else you look pushy
6. On Day 3, you should mail the _____ & _____ package and it's a good time to mention your with an _____ or _____.
7. Check the ones that are included in a shock and awe package.
 - ___ Suggested Cost \$5-50 (Depends on LCV)
 - ___ Success Stories from Past Customers
 - ___ Future Outcomes with the Company
 - ___ Upsell OR Request for Referral
 - ___ Must be Valuable
 - ___ Must be Reliable
 - ___ Bonus info of the Company and the Entrepreneur
 - ___ Excitement About Future of Relationship Together
8. It is better to...
Overcommunicate than undercommunicate OR Undercommunicate than overcommunicate?
9. On Day 5, what are the two things that you should email to the customers?

- A. New products that will be sold soon
 - B. Case studies and goal reminders
 - C. A short biography of the seller
10. What does the seller want the customers to think about?
The present outcome OR The future outcome
 11. On Day 10, what video did Daryl recommend seeing after asking questions?
_____.
 12. On Day 16, you should send some _____ info in an _____ related to content of what you're doing.
 13. True or False: on Day 20, you give an afternoon follow up call and an email on bonus information.
 14. On Day 25, does the customers' enthusiasm burn off? _____.
 15. To keep them interested, what should you send the customer(s)?
More bonus news OR Another success story
 16. On Day 30, the two things you need to do are...
A 1-Month review and _____. Why? To get _____ from your customers.
 17. On Day 32, you should give a _____ bonus, especially for people that did the _____.
 18. Which should be repeated on Day 37?
The Referral Program OR The Shock and Awe package
 19. True or False: having many things in your shock and awe package can work with you.
 20. This is the best time to do this on Day 37 because customers are still _____ and share it with people.
 21. On Day 45, you should send a random _____ note to your customers in email, call, or any way you like.
 22. Which type of communication would be best to do for #21? _____. Why?
_____.

23. True or False: all of these steps in these questions do not work with every type of job or content; it depends on the job on content you are giving.
24. Daryl requests to use an _____ to make sending messages easier and remind you to send messages.