

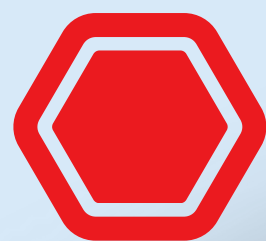


iSEE Success System

**YOUR FRAMEWORK
TO A FAST START**

QUICK START TRAINING





Why Does Our System Matter to Your Success?

The KonnectMD Success System is highly valuable as it provides a framework for individuals of all skill levels to learn the necessary actions required for consistent success. It's a well-known fact that any failure can be attributed to an individual's inability to master at least one component of our success system. Although every person may have different goals, our system guides them towards a path where all objectives can be achieved.

What's the meaning of iSEE?



Invite

Prepare the stage before sharing your service. Be confident and assertive when inviting people to view the information. Make the most of your first opportunity to present your service!



Share

Properly share the good news of KonnectMD! We offer various ways to share information with others. You can send a video, invite them to an opportunity meeting, or present with PowerPoint or napkin.



Enroll

Become a professional decision collector! To enroll someone, ask for the sale, address objections, and get a clear yes or no, without emotional attachment. Master the art of following up and watch how things fall into place.

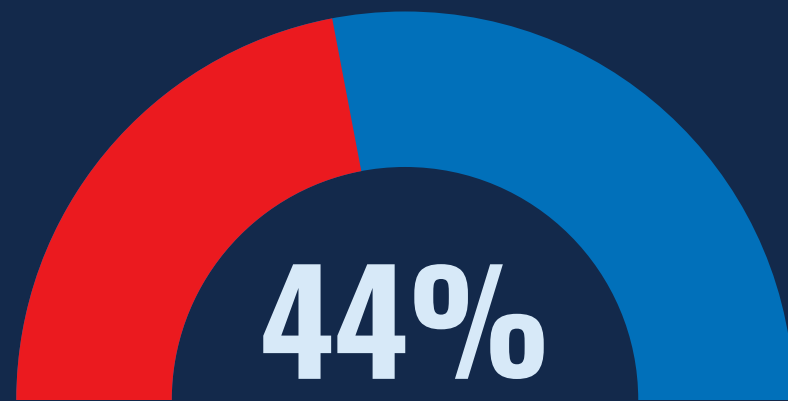


Educate

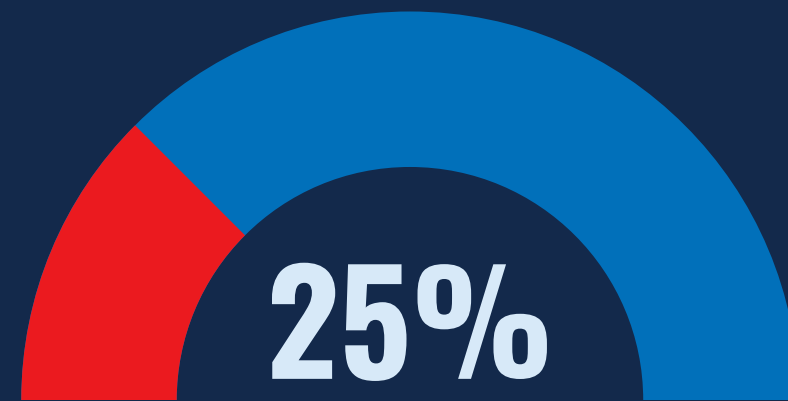
Teach others to master these four steps and watch the power of duplication. Don't try to reinvent the wheel, simply follow this 7-figure system that has been proven to work time and time again.

Build Your List

- Create a database of ALL the individuals you know. Don't prejudge! Your list is your startup capital and acts as your first main market, where you can expect to achieve the most success in making sales.
- Create a database of businesses with less than 20 employees and annual revenue under \$500k, which are a prime market for sales.



■ of Small Businesses Don't Offer Health Benefits



■ of Employers offered Health Benefits to their Part-Timers



Step 1: Invite

ALWAYS CALL FIRST

- Make sure your energy is UP!
- Be quick and to the point!
- Follow the framework of the script, but be yourself!

NO ANSWER?

- Leave a voice message. Make sure your energy is up!
- Send a text message requesting a return call.
- Always follow up on your capital!



INDIVIDUAL INVITE PHONE SCRIPT

Person's Name! How are you?

WFA (wait for answer)

Do you have a quick minute?

If No, Call Back in a few days.

If YES,

Really quick, I'm a new agent with a healthcare company, and I'm calling the people I know to share the value. This may or may not be for you, either way, the data shows that you at least know someone who can benefit from what we offer. If I agreed to send you a 5 min overview would you commit to watching it with no distractions and extreme focus?

If No, Thanks for your time.

If YES,

Great! What day and time works best for you?

If Now:

Okay, I'm texting you the video link and password now. Let me know when you get it...

Got it:

Great! It's 5 pm right now and the video is only 5 minutes, so I'll call you back at 5:07 to discuss the next steps. Talk soon!

If Later:

So I have you down to view the info on Friday at 3 pm! I'll send the info at 3 pm, then I'll call you at 3:07 pm.

Thanks for your time. Talk soon!

Step 2: Share

IT ALL WORKS

- The 5-minute video is a great tool for quick sorts.
- Live presentations are great for more in-depth info.
- **The information is the same. People believe YOU!**

FOR BUSINESSES

- Utilize the provided database.
- Refer to the Resource Center for verbiage.
- Lean on the marketing tools for education.



Step 3: Enroll

POSTURE UP

- You're going to do this with or without them, RIGHT?
- Know that you have the DEAL and you're only looking for who's looking for you!
- You're only collecting decisions, do it without emotions!

FOLLOW UP

- Situations change!
- Timing is everything.
- Money comes from people, so master this skill.



AFTER THE VIDEO PHONE SCRIPT

No answer? Leave a Voicemail and send a text!

(Hey, I called you back in 7 minutes like I said I would. I understand Life happens, I'll circle back!)

Answer?

Hey, you watched for THE ENTIRE 5 mins? (Yes this is you having some FUN)

YES!

Tell me your takeaways. What did you like best?

Stop talking, WFA

Based on your current situation, do you see yourself benefiting from the membership savings, the additional residual income or both?

WFA

If no,

“Great, thank you for taking a look! Who do you know that can benefit from additional income and a truly AFFORDABLE healthcare vehicle? End with, thanks again! Would you be cool if I check back in 3-6 months?

“Great! Stay up! Talk soon!!

If YES to one or both,

“Great I’m sending you the enrollment info now”-Send your replicated site, offer to walk them through enrollment

-Need more info/ need to think about it / etc:

Of course! I had to do my research too! Just google us: KonnectMD has been around since 2019 and has over 300,000 members and 15,000 providers nationwide. It was created by a former Hollywood producer and actor. Also, I can send you a detailed video or would you prefer an invite to a live presentation?

Step 4: Educate

WELCOME AGENTS

- Invite and Welcome agents into the FB Group.
- Guide them in logging into their virtual office and setting up their ACH Profile under commission tools.
- Introduce the iSEE System and Training Portal

ASSIST MEMBERS

- Make sure your member gets their welcome email
- Have them save the KMD number 844-563-2863.
- Prompt them to add family members under “My Benefits” at the bottom of the portal.

