

# The Prospecting Process

Go to [www.Pathfinders.biz](http://www.Pathfinders.biz) and look on "The Process" Page

## Create Interest



## The ABC- Sorting Step 1



## Decision Step 2



## Get Started Step 3



## Reach Out Method "Open The Door"

### Tools:

- 1 Minute Story
- Flyer
- Ad
- Business Card
- Web Site

## Nikken Overview

### E-Tools:

- "Is This For You" video

### "Face To Face Tools":

- Giant Awakens Brochure
- ABC Guide

## The Full Picture

### Preview Types:

- Attend a Live Preview
- Watch a Preview Webcast
- Watch a Preview DVD

### Big Picture Events:

- Convention
- Field Events

## Sponsoring Steps:

- Download and complete the "Getting Started Guide" from [www.Pathfinders.biz](http://www.Pathfinders.biz)

## Offer it like a Gift!



## Have Fun!



## Help People!

