

## Sample Pack Follow Up

Check when they are planning to start.

Suggest they mix the shakes in a blender if possible and use soya or lactose free milk (to avoid a potential lactose intolerance issue).

Take the shakes over 6 consecutive days.

Have 1 cup of tea a day (preferably at a time when they need an energy lift) so they can feel the benefits.

Drop them a message at the end of their first day to see how they got on (and if they've started).

If they haven't started, then it's finding out their start day and following up as above.

Contact them again on Day 3 to check everything is OK.

On Day 7, when they should have finished their pack, ask how they're feeling?

Any difference in their energy levels or changes in their weight and measurements?

Then it's seeing if they'd like to continue and recommend shake, PDM and tea as a good Basic programme. Add in the multivitamins for an Ideal programme.

**Ask for referrals!** If they have enjoyed their sample pack, ask them who else they know who would enjoy trying a healthy breakfast.