

New CE Onboarding Guide *for Mentors*

You have a wonderful opportunity to mentor a new Cause Entrepreneur as they begin their journey with ONEHOPE! Coaching your new CE to start strong will help them make an even greater impact and will give them the opportunity to maximize their Fast Start rewards. Building a solid relationship with your new CE is key to helping you both achieve success with ONEHOPE.

HERE'S A QUICK SNAPSHOT OF YOUR MENTOR TO-DO LIST:

- Welcome your new CE within 24 hours with a text, message, email, or call.
- In their first week: Encourage your CE to join the “New CE Getting Started Zoom Call”. It’s offered 5x/week.
- Use the CE Profile for each new CE you mentor to take notes (found in Help Center Index).
- Work with your new CE on setting and achieving their Fast Start goals.
 - Help them understand how to close a Ring with New Customer Retail Sales and adding 1 CE to their team.
 - Track your new CEs Fast Start progress in the CE Back Office. Go to Reports > My Team > My Team Fast Start Report.
 - The new CE can track their Fast Start progress in the CE Back Office. Go to Reports > My Activity > Personal Fast Start Activity Report or on the dashboard of their CE Back Office.
- Help your CE Share the **Host Booking Reach Outs!** Work with new CE on creating a list of contacts and help them upload them to Contact Manager. Challenge Your new CE to reach out to 15 on Day 1 and “5 a day”/ Days 2-8. Help them with the “Words to Say” to share and follow up!
- Ensure your New CE has chosen their preferred cause and they have updated their profile
- In their first month: Hold at least one call a week for the next four weeks with your new CE
 - Teach your new CE about **Income-Producing Activities**.
 - Encourage your new CE to use their Getting Started Guidebook to complete **weekly and monthly activities** and share their results with you.

Quick Links to share as needed with your CE:

- Help your new CE get connected with our community through social media
- ONEHOPE Wine Facebook page for corporate posts and happy hours
- Follow @onehope & @onehopeCommunity on Instagram

SHOW YOUR NEW CE WHERE TO FIND TRAINING AND RESOURCES:

Training Center

- Fast Start Learning Path

Help Center

- Calendar & Events (New CE Getting Started Zoom)
- Month-at-a-Glance
- Winemaker Notecards
- Search for Answers in the Help Center
- Index of Resources

Continue to work with your Upline Mentor or Leader as you coach, train, onboard, and celebrate your new CE. We’re so excited that you’re building your team!

Find a group of people who challenge and inspire you, spend a lot of time with them, and it will change your life forever.

AMY POEHLER

