

Congrats on your new recruit! Now what do you do with your new team member?

**Ask them these 3 questions:**

1. On a scale of 1-10, how serious are you about working your business? 1 (not as serious, just checking it out) 10 (very serious, this will be a huge focus)
2. On a scale of 1-10, how much time do you have to spend working on your business? 1 (little to none – 0-1 hours a week) 10 (unlimited, I will treat it like a full time job)
3. On a scale of 1-10, how much money are you willing to invest in your business? 1 (little to none) 10 (as much as it takes to become successful)

Based on their answers you can determine which checklist they should receive from you. If all answers are in the higher range or even all tens, send them Level 10 Checklist. If not all answers are in the higher range, especially #3's answers. Send them Level 1 Checklist then revisit their questions in 2 weeks.

This should help you determine who is ready to start and who just joined for reasons such as "I was just curious", "It was free, I like free things", "I joined Oooh! Shiny Things? Oh, I forgot!" (true stories). From their answers and their activity you will be able to plan out who you spend the most time with coaching and mentoring.