

Rep Quick-Start Guide

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Your goal in month 1: close 4 clients. That's \$2,800 in close bonuses, \$700/mo in residuals by month 2, and \$2,800 in retention bonuses at month 6. Four clients changes your income permanently.

WEEK 1 — GET READY

Day 1

Log into your portal at nexorlink.com/portal. Fill in your profile completely — name, phone, payment info. Call the demo line +1 (786) 550-3307 in English and Spanish until you can describe what you hear in one sentence.

Day 2

Download all resources from your portal: pricing guide, demo script, sales one-pager, earnings projection. Read the demo script cover to cover. Practice the 5-step demo out loud twice.

Day 3

Build your first lead list. Go to floridahealthfinder.gov and find 20 medical clinics in Miami. Add each one to your portal Leads tab with name, phone, and industry.

Day 4

Start cold calling. Call 10 clinics and ask for the office manager. Your only goal today is to get 2 people to listen to the demo line. Log every call in your portal.

Day 5

Follow up on anyone who showed interest. Send Day 1 cold email to everyone you spoke with. Add 10 more leads to your list.

WEEK 2 — FIRST DEMOS

Your goal this week is to book and run 3 live demos. A live demo means you are in front of the decision maker, you call the demo line together, and you present the pricing.

Demo day checklist:

- Arrive with iPad or laptop — have demo line number ready to dial
- Open nexorlink.com on your device — show the website first

- Call +1 (786) 550-3307 — hand them the phone
- Stay quiet while they interact with Sofia
- After the call: "That's Sofia. She works for your practice 24/7."
- Pull up the pricing guide — walk through Growth plan first
- Close: "I have the agreement right here — can we get started today?"

WEEK 3 & 4 — CLOSE AND REPEAT

Follow up on every demo within 24 hours. Most deals close on the 3rd to 5th touchpoint. Keep adding new leads every day — your pipeline should always have at least 20 active leads.

Week	Primary Goal	Key Activity	Target
Week 1	Build lead list of 20+	Call 10 leads, get 2 demo calls booked	0 closes
Week 2	Run 3 live demos	Send follow-ups within 24 hours	1 close target
Week 3	Run 3 more demos	Follow up on all week 1-2 leads	2 closes target
Week 4	Run demos + follow-ups	Ask every close for a referral	4 closes total

YOUR COMMISSION ON 4 CLOSED DEALS — GROWTH PLAN

Event	Amount	When
Close bonus (40%)	\$2,800	Month 1 — at signing
Training retro (20%)	\$1,400	Month 2 — if clients active
Monthly residual (10%)	\$700/mo	Every month starting month 2
Retention bonus (40%)	\$2,800	Month 6 — if clients active
TOTAL (year 1)	\$15,400+	