



# The Game Plan

## **CONGRATULATIONS AND WELCOME!**

We are delighted you have chosen to become a business associate. You have just partnered with an exciting, fast-growing company that is committed to encourage and support you on your journey to secure your personal financial future. The business model is a simple and lucrative way of generating income. The most important factor in creating success is how you get started. The first 48 hours to 7 days are essential to your success. Getting started right away will greatly impact your success in the future.

## **CREATE YOUR SUCCESS STORY**

By introducing "key people" to the business model right away will allow you to begin to build your business and create your success story. The first goal is to become qualified.

*Key people:* are business minded, have a sphere of influence, have the resources to join, are self-motivated and coachable.

## **BECOME QUALIFIED IN 48 HOURS**

This is your objective. If it happens faster, great. If it takes longer, it's okay. The goal is to create a success story as quickly as possible, and the best way to do this is to earn a check in your first 7 days. The fastest method of doing this is to make a list of your 10 easiest to contact and your 10 best in 24-48 hours. Remember, don't pre-judge. Often many of who you think will join probably won't and many of those you think won't-actually will be the ones that help you create your success story. If you don't feel confident in doing this by yourself, don't worry you have a support team who will be more than happy to help you.

## **YOUR SUPPORT TEAM**



Your support team consist of support team leaders who have been where you are now, achieved success in earning income, advancing through the ranks and want to help you do the same. It begins with your first support team leader; they have already become qualified and are positioned to earn unlimited income. Next is your more successful support team leader; they have earned a minimum of \$1,000 and will be able to guide you along. Finally, your support team leader who has achieved an impressive rank and has reached a pinnacle of accomplishment, perhaps a six-figure income. These support team leaders want to play an instrumental role in your success story.

*Contacting your support team leaders is easy. Their names and phone numbers are usually available through the person who enrolled you into the program. You will also find this information on your back-office home page. (See the welcome email sent to you for step-by-step information to get to you back-office home page)*

## **YOUR FIRST SEVEN DAYS**

Follow your orientation system. Complete your Quick Start Guide and connect with your support team leaders. Make a list of your easiest to contact, and your best if enrolled. Write your 90-day team and income goal.

Hold a grand opening business reception in your home, office, online or gathering place. Book two additional group business receptions and continue to identify more people to contact working with your support team leaders to introduce to the business model.

Stay plugged-in: connect to training sessions, conference calls, webinars, and live events. Staying connected is the key to your success. Remember your objective is to become qualified. Your objective is to earn your first paycheck in the first 7 days.

## **YOUR FIRST 30 DAYS**

Continue to work with your support team leaders to create your 90-day plan of action. Working with your support team, develop a “pique interest” dialog (example: Hi, I’m on my way out but I had to call you. If I told you that you could earn additional income without changing your schedule, would you want to know about it)

*Make a 12-month commitment to stay active and not quit.* All new businesses have ups and downs, but it’s those who keep charging that win. Hold two more business receptions.



Continue to stay connected to presentations, trainings, and your support team leaders. Commit to personal development. Understand that starting a new business you will learn new things, develop new skills, and expand your business perspective. Stay trainable, coachable, and teachable always!

### **YES, NO, OR MAYBE**

Sharing your business model is the key. Yes, No or Maybe are the only answers you'll receive but you will hear No occasionally. That's okay, just ask for a referral (if they know anyone who may be interested) and move on. Getting referrals is a great way to create unexpected results. Take some time and get better in your approach. After some time, tips from your support team, and practice, you'll be an all-star.

### **USE YOUR SUPPORT TEAM TO CREATE SUCCESS**

Your "Support Team" are the leaders that have come before you and created success. This group of leaders (as mentioned earlier) are eager to share their expertise at various levels to help you create your success story. As you begin to refer other members to your business, and they do the same and so on. This becomes your "Success Team". Simply put, your Support team members are those that enrolled before you, and your Success team members are those you have helped enroll directly or indirectly. The more successful your success team members are, the more successful you will become. *Use your support team to build your Success team.*

### **USE EXPERTS TO HELP BUILD YOUR BUSINESS**

Always be excited when sharing your business platform with others. Your genuine excitement will pique others interest. Often it is human nature, however, for others close to you not to respect your knowledge of how to create business success. This is where you can utilize your support team leaders. There is no better training than to learn from an expert in action. They play the role of an expert in sharing the necessary information in the proper way that others will "respect" if you properly introduce them.



## **THE POWER OF EDIFICATION WHEN INTRODUCING**

There is a level of trust between you and your contacts because of their relationship with you. If you properly edify, say good things about your business partner and colleague's accomplishments, character, and willingness to help, when introducing them, it will build a level of respect between your contact and the expert.

(show diagram of the edification triangle here)

## **THE 3 WAY INTRODUCTION PHONE CALL**

What to highlight during the introduction:

Their success in the business

Loves to help people

Has the all the facts

Loves to have fun

"I want to introduce you to Mr/Ms\_\_\_\_\_. He/She is one of the top people in the company. He/She has earned thousands and is looking for others to help do the same. He/She is one of the leaders that will be expanding all over the world, but what is most impressive about Mr/Ms\_\_\_\_\_ is he/she is down to earth, humble, fun to be around and truly cares about helping people. I know the two of you will get along great."

- Once the introduction is made, be quiet, don't interrupt or speak unless someone asks you a question. Let the expert do all the talking. You listen carefully and learn by example.
- By repeating this "over and over again". You will get "better and better" and begin to get the hang of it. This not only will help you build your business; it will also train you how to become the expert one day. Remember, you will get better the more you do 3-way introduction calls.

## **BUILDING A TEAM IS FUN**

Developing your presentation skills, learning how to conduct effective meetings, utilizing your communication skills on conference calls and social media will increase your ability to lead and



grow your organization. This will help to maximize your income. Everyone gets better with repetition. Whether you are a practiced presenter, or have yet to conduct your first meeting, follow this step-by-step guide to become a pro.

## **CONGRATULATIONS!!!**

Simply follow the Game Plan, follow the lead of your Support team, stay connected to trainings, conference calls, webinars, and live events, and you are on your way to achieving your financial goals. These steps are merely the beginning of what you will learn and how you will grow. Your financial rewards will be directly proportionate to your efforts. Now you have the Play Book, play the game, have fun and success will be yours. Welcome, your success journey begins now.