



# EDUCATIONAL SYSTEM

## BUSINESS GUIDE

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80%

## WHAT DOES PRODUCTIVE TASKS MEAN

WHERE EVER YOU FIND THIS SYMBOL IT WILL MEAN THAT YOU MUST DEDICATE 80% OF YOUR TIME TO THAT TASK, BECAUSE IT IS THESE TASKS THAT BRING YOU CLOSER TO THE RESULTS



# IMPORTANT

## TEAM POLICY

100% OF THE RESULTS YOU HAVE IN THIS PROJECT, **ARE NOT CAUSED BY THE PERSON WHO SPONSORED YOU.** 100% OF THE RESULTS DEPEND ON YOU. IF YOU SUCCEED IT'S YOUR FAULT AND IF YOU FAIL IT'S YOUR FAULT.

WE ARE GOING TO PROVIDE YOU WITH THE NECESSARY TOOLS TO ACHIEVE YOUR GOALS THAT YOU PROPOSE TO AND WE WILL SERVE AS SUPPORT AT THE MOMENTS YOU ARE IN NEED OF THE TEAM...

IF YOU AGREE WE WILL TAKE ACTION AND WELCOME TO THE MOST COMMITTED TEAM IN THE INDUSTRY.

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SIGNATURE OF APPROVAL





# SET UP

1

SET UP YOUR VIRTUAL OFFICE

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PHOTO

■

REFFERR LINK

■

POWER TOOLS

2

CREATE YOUR E-WALLET

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■



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3

COMPLETE THE COURSES

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1

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2

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3

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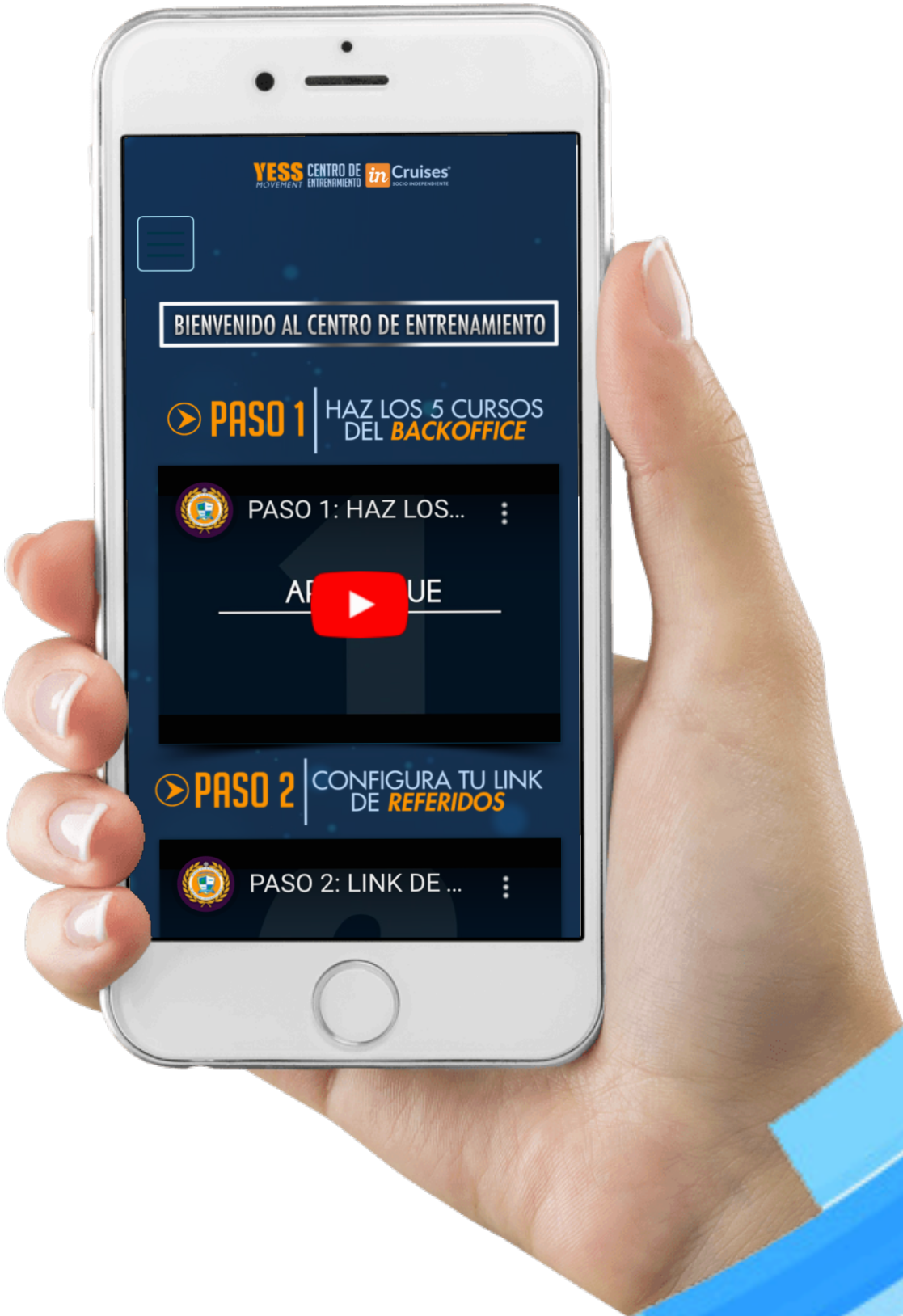
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# EDIFICATION

## WHAT IS EDIFICATION?

IT IS TO CREATE AN IMAGE OF SOMETHING OR SOMEONE, AND TO HIGHLIGHT POSITIVE QUALITIES. THIS MAKES THE PERSON AWARE OF THE OPPORTUNITY YOU ARE OFFERING OR PRESENTING. THROUGH EDIFICATION WE CREATE CREDIBILITY, COMMITMENT, TRUST, LOYALTY, AND SECURITY IN PEOPLE. IT IS ESSENTIAL FOR EVERY INDIVIDUAL WHO SEES THE BUSINESS TO MAKE A DECISION BASED ON WHAT HAS BEEN EXPLAINED.

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## WHAT AND WHOM SHOULD WE EDIFY?

**INDUSTRY :** IT IS IMPORTANT THAT BEFORE ANYTHING, YOU BUILD THE INDUSTRY OF (NETWORK MARKETING) NOW THAT THE PERSON WILL KNOW WHAT IT IS AND WILL UNDERSTAND HOW VALUABLE IT IS TO START A BUSINESS OF THIS TYPE.

**COMPANY :** YOU MUST EDIFY THE COMPANY YOU REPRESENT, EDIFY ITS OWNERS, THE PRODUCT, COMPENSATION PLAN, ITS RESULTS, EXPANSION AND MORE; IN A FEW WORDS YOU MUST CREATE AN IMAGE WITH REAL AND DETAILED INFORMATION SO THAT PEOPLE CAN UNDERSTAND AND OBSERVE WHAT YOU ARE OFFERING.



# EDIFICATION

**TEAM:** EDIFY YOUR TEAM, UPLINE, CROSSLINE, SPONSORSHIP LINE. HERE YOU WILL EDIFY THE RESULTS OF THE PEOPLE OF YOUR COMPANY, YOUR ORGANIZATION, YOUR LINE OF SPONSORSHIP, IN ORDER TO CREATE AN IMAGE THAT THE BUSINESS DOES WORK SINCE YOUR RESULTS HAVE PROBABLY NOT YET ARRIVED.

**YOUR TEAMS EDUCATIONAL SYSTEM :** THIS IS FUNDAMENTAL BECAUSE THIS WAY WE CARRY THE SAME VISION IN THE SAME TRIED-AND-TESTED STRATEGY IN ORDER TO HAVE THE RESULTS WE EXPECT. IF THE SYSTEM IS FOLLOWED AND STUDIED, WHAT YOU EXPECT WILL COME.

## **WHAT WILL THE EDIFICATION PROVIDE?**

IT WILL PROVIDE A HIGHLY POSITIVE AND PLEASANT ENVIRONMENT, CREATE A SENSE OF SECURITY THAT WILL SPARK ACTION FROM MEMBERS OF THE ORGANIZATION, DOMINATE PUBLIC SPEAKING, AND MUCH MORE.

EDIFICATION GIVES YOU JUST AS MUCH POWER AS THE MOST POWERFUL PERSON IN THE ORGANIZATION. EDIFYING YOUR UP-LINE GIVES YOU POWER; CONTRARY TO WHAT IS GENERALLY THOUGHT, THAT IF YOU BUILD ANOTHER PERSON, IT DWARFS US. BUT ACTUALLY AS ONE BUILDS ANOTHER PERSON, ONE ENLARGES.





# EDIFICATION

ANYONE WHO IS STARTING COULD GIVE THE BUSINESS PLAN OF YOUR COMPANY, BUT IF HE HAS NOT LEARNED TO EDIFY, THEN WHAT IS HE GOING TO TALK ABOUT IF HE DOES NOT HAVE THE CAR, THE CHECK OR SOME DREAM COME TRUE FOR PROOF OF CONCEPT; THIS IS WHY THE EDIFICATION PROCESS IS A FUNDAMENTAL PART OF THE PLAN. IT IS IMPORTANT TO UNDERSTAND THE POWER THAT IS GAINED THROUGH EDIFYING.

YOU CANNOT DEVELOP A NETWORK IF YOU DO NOT UNDERSTAND THE EDIFICATION PROCESS, SINCE IT INHIBITS THE DUPLICATION PROCESS. EDIFYING IS THE ONLY WAY FOR A DISTRIBUTOR TO DETERMINE WITH WHOM HE IS GOING TO WORK WITH. ONE OF THE MOST SERIOUS PROBLEMS IN THIS INDUSTRY IS DETERMINING WHO YOU ARE GOING TO WORK WITH, BECAUSE IF YOU WORK WITH THE WRONG PERSON YOU CAN HAVE A SERIOUS PROBLEM: YOU ARE WASTING TIME WITH THE WRONG PERSON, OR YOU ARE NOT SPENDING TIME WITH THE RIGHT PERSON



# 9 STEPS TO DUPLICATE





# YOUR WHY

## THIS IS THE MOST IMPORTANT STEP

THIS IS YOUR PRIMARY REASON FOR DOING NETWORK MARKETING. IF YOU DON'T HAVE A CLEAR REASON, BELIEVE ME, THAT ANY CHALLENGE YOU ENCOUNTER ALONG THE WAY (AND YOU WILL ENCOUNTER THEM) WILL HAVE YOU RUNNING AWAY FROM THE PROFESSIONUN

A CLEAR "WHY", IS TO HAVE YOUR FEET SET FIRMLY ON YOUR BUSINESS, AND BE PREPARED FOR ANY STORM. AND IT IS IMPORTANT THAT THOSE "WHY'S" OR THOSE "REASONS TO DO BUSINESS" ARE STRONG AND NOT JUST WISHES OR ASPIRATIONS.

## YOUR "WHY" CAN SAVE YOUR LIFE IN NETWORK MARKETING

WHAT IS ALSO VERY IMPORTANT IS THAT YOU MUST HAVE ALL THE "WHY`S" OF YOUR DIRECT PARTNERS WRITTEN DOWN. IT'S IMPORTANT TO KNOW WHAT MOTIVATES YOUR TEAM. WHAT ARE THEIR DREAMS, WISHES, ETCC



# YOUR WHY

THIS WILL HELP YOU TO CONFRONT THEM WITH THEIR STRONGEST REASONS IF THE CASE ARISES. THAT IS, IF SOMEONE FROM YOUR TEAM COMES AND TELLS YOU:

“HEY, LOOK, A LOT OF PEOPLE HAVE TOLD ME NO, I THINK I’M ONLY GOING TO STAY WITH THE MEMBERSHIP”, YOU ARE GOING TO BE ABLE TO HELP THEM BY SAYING;

“OK, PERFECT, IF YOU ARE PREPARED TO FORGET ABOUT YOUR TRIP TO DISNEY WITH YOUR CHILDREN, TO BUY THAT CAR FOR YOUR MOM, TO CHANGE THE BOYS TO A BETTER SCHOOL AND FINALLY TO HAVE A HONEYMOON; WELL THEN I WILL BE PREPARED TO LET YOU GO”.

THEY WILL THANK YOU FOR A LIFETIME. 😊





# YOUR WHY

## HOW TO HAVE A CLEAR WHY AND HOW TO IDENTIFY IT

**DECIDE WHAT YOU WANT** - YOUR WHY MUST BE SO SPECIFIC THAT EVEN A 6-YEAR-OLD CHILD CAN UNDERSTAND YOU AND BE ABLE TO EXPLAIN IT TO ANOTHER CHILD

**WRITE IT DOWN** - ONLY 3% OF ADULTS WRITE DOWN THEIR GOALS AND EARN 10% MORE THAN THE REST OF THE OTHER PEOPLE WITH THE SAME TALENTS AND ABILITIES.

**SET A DEADLINE** - A GOAL MEANS A DREAM WITH A DEADLINE. THIS ALLOWS YOU TO ACT FORCEFULLY ON YOUR SUBCONSCIOUS MIND, AND IT MAKES YOU GET UP EARLY AND GO TO BED LATE, WHICH REALLY MAKES YOU FEEL COMMITTED TO YOUR DREAM.

# GOALS

## RANK PROJECTION

DO YOU THINK PEOPLE WHO FAIL PLAN TO FAIL? I DO NOT THINK SO, THE PROBLEM IS THAT THEY DO NOT MAKE PLANS OR HAVE GOALS. MOST PEOPLE DO NOT PLAN TO FAIL BUT RATHER FAIL BY NOT PLANNING.



Step 1 - 1 Partner Member



Step 2 - Membership Free



30 dias

Step 3 - Membership Free  
& 1 Direct Membership Free





# COMMITMENT

COMMITMENT IS ONE OF THE KEY PIECES BEFORE STARTING; BEFORE ANYTHING ELSE, YOU MUST FACE THE REALITY THAT YOUR SPONSOR SURELY TOLD YOU BUT AT THE TIME YOU DID NOT PAY MUCH ATTENTION: IN THIS BUSINESS, NO EASY MONEY IS MADE

## 6 BASIC COMMITMENTS YOU MUST ASSUME

**FOLLOW THE SYSTEM:** REMEMBER THAT YOU ACQUIRED A FRANCHISE. AND ALL THE FRANCHISES IN THE WORLD WORK THE SAME WAY: THEY HAVE A 100% PROVEN SYSTEM SO THAT THE BUSINESS IS AND MAINTAINS SIMPLE.

**DEDICATE TIME TO YOUR BUSINESS :** YOU MUST DEDICATE AT LEAST 15 HOURS PER WEEK, BUT YOU MUST USE THEM IN THE CORRECT WAY FOR BETTER RESULTS.

**INVEST IN YOUR PERSONAL DEVELOPMENT:** IT IS A REALITY: YOUR BUSINESS WILL GROW AS MUCH AS YOU GROW. THE MOST IMPORTANT ASSET THAT THE COMPANY HAS ARE NOT THE CRUISES OR THE MEMBERSHIP. NO. THE MOST IMPORTANT ASSET IS YOU.

**NO MATTER WHAT HAPPENS HIT AT LEAST 18 MONTHS WITH THE CLUB :** NO LESS THAN THAT

# COMMITMENT

**TAKE RESPONSIBILITY FOR YOUR ACTIVATION:** YOU MUST HAVE THE RESPONSIBILITY OF HAVING YOUR ACTIVE MEMBERSHIP AT ALL TIMES AND PREFERABLY PUT RECURRING PAYMENT THIS MONTHLY PAYMENT IS THE ONE THAT AFFIRMS YOUR COMMITMENT TO THE RESULTS YOU ARE LOOKING FOR.

**KEEP YOUR BUSINESS ON THE LOW:** DO NOT MAKE PUBLIC THAT YOU STARTED IN OUR CLUB, KEEP CURIOSITY ON YOUR SOCIAL NETWORKS AND JUST FOLLOW THE STEPS OF THE SYSTEM. CURIOSITY IS AN ART IN THIS BUSINESS. THIS WILL HELP ELIMINATE PREJUDGEMENT OR ASSUMPTION ABOUT WHAT WE DO WHEN YOU ARE PROSPECTING.





# CONTACT LIST

## CREATE YOUR CONTACT LIST

START WITH THE CONTACTS IN YOUR PHONE, THEN THE ONES ON YOUR SOCIAL NETWORKS LIKE FACEBOOK, INSTAGRAM ETC. YOUR LIST SHOULD BE **NO LESS THAN 200** CONTACTS TO START. ONCE WE HAVE OUR LIST CREATED WE WILL BREAK IT DOWN TO BE ABLE TO WORK IT CORRECTLY. **IT'S IMPORTANT TO CREATE YOUR PHYSICAL LIST ON PAPER.**



### 200 CONTACTS WHERE ?

- Phone Contacts
- FACEBOOK
- INSTAGRAM
- WHATSAPP
- Memory Refresher

### Breakdown the List

- Trusted Contacts
- Known Contacts
- Unknown Contacts

# CONTACT LIST

THIS EASY MEMORY JOGGER WILL HELP YOU CREATE YOUR FIRST LIST OF KEY FRIENDS.

## FAMILY MEMBERS:

- MOM & DAD
- MOTHER/FATHER IN LAWS
- GRANDPARENTS
- KIDS
- BROTHERS/SISTERS
- AUNTS/UNCLES
- NIECES/NEPHEWS
- COUSINS

## LIST YOU ALREADY HAVE:

- CURRENT ADDRESS BOOK / ONLINE CONTACT MANAGERS
- LIST OF EMAIL ADDRESSES
- YOUR PHONES CONTACT LIST
- HOLIDAY CARD LIST
- WEDDING GUEST LIST
- CHILDRENS BIRTHDAY GUEST LIST
- BUSINESS CARDS

## SOCIAL MEDIA:

- FACEBOOK
- LINKEDIN
- INSTAGRAM
- TWITTER
- ETC

## ANY OTHERS; YOUR CLOSEST FRIENDS AND WITH WHOM YOU ASSOCIATE REGULARLY:

- FRIENDS AND NEIGHBORS
- CO-WORKERS
- CHURCH MEMBERS

## FRIENDS YOU SHARE HOBBIES WITH:

- CAMPING FRIENDS
- DANCE CLASSMATES
- ART CLASSES
- FANTASY FOOTBALL LEAGUE FRIENDS
- FISHING FRIENDS
- HUNTING FRIENDS
- KARATE CLASSMATES
- SINGING CLASS





# CONTACT LIST

## PEOPLE WITH WHOM YOU PLAY WITH:

- BOWLING
- FOOTBALL
- GOLF
- RACQUETBALL
- TENNIS
- VOLLEYBALL

## THOSE YOU DO BUSINESS WITH:

- ACCOUNTANT
- BANKER
- BABYSITTER/CHILD CARE PROVIDER
- CAR DEALER
- DENTIST (YOUR KIDS TOO)
- DOCTOR (YOUR KIDS TOO)
- DRY CLEANER
- GROCER/GAS STATION ATTENDANT
- HAIR STYLIST/BARBER
- HOUSEKEEPER
- INSURANCE AGENT
- LAWYER
- MERCHANTS
- PHARMACIST
- REAL ESTATE AGENT
- TRAVEL AGENT

## WHO IS/ARE MY...?

- ARCHITECT
- ASSOCIATIONS MEMBERS
- BUS DRIVER
- BUTCHER/BAKER
- COMPUTER TECH
- CHILDREN'S FRIENDS PARENTS
- CHIROPRACTOR
- CLUB MEMBERS
- DELIVERY PERSON
- FEDEX/UPS DRIVER
- FIREMAN
- FLORIST
- JEWELER
- LEASING AGENT
- MAILMAN
- MINISTER/PASTOR & THEIR WIFE
- PET GROOMER
- PHOTOGRAPHER
- POLICE
- PROPERTY MANAGER
- SPORTS TEAM MEMBERS
- TAILOR
- VETERINARIAN
- WAITRESSES/WAITER (MY FAVORITE)
- WATER SUPPLIER
- VET
- WAITRESS/SERVER (MY FAVORITE)



# LISTA DE CONTACTO

## WHO SOLD ME ...

- AIR CONDITIONING
- SHIP
- BUSINESS LETTERS
- CAMPER
- CAR / TRUCKS
- COMPUTER
- MOBILE PHONE
- DISHWASHER / WASHING MACHINE
- EQUIPMENT / SUPPLIES
- FISHING LICENSE
- GLASSES / CONTACTS
- HOUSE
- HUNTING LICENSE
- FRIDGE
- TIRES AND AUTO PARTS
- TV / STEREO
- NEW VACUUM CLEANER

## INDIVIDUALS WHO ARE:

- ACTIVELY LOOKING FOR PART-TIME WORK
- ARE ACTIVELY LOOKING FOR A PART-TIME JOB
- ARE AMBITIOUS
- ARE ENTHUSIASTIC
- ARE ENTREPRENEURIAL
- ARE CARING PEOPLE
- ARE CHAMPIONS
- ARE FUN & FRIENDLY
- ARE FUND RAISERS
- ARE GOAL ORIENTED
- ARE NATURAL LEADERS
- ARE ORGANIZED
- ARE POSITIVE THINKING
- ARE SELF MOTIVATED
- ARE A SINGLE MOM/DAD
- ARE TEAM PLAYERS
- MAY BE INTERESTED IN MY PRODUCT OR SERVICE
- DON'T LIKE THEIR JOB
- HAVE CHARACTER & INTEGRITY
- HAVE BEEN IN NETWORK MARKETING
- HAVE CHILDREN IN COLLEGE
- HAVE COMPUTER & INTERNET SKILLS
- HAVE A DANGEROUS JOB
- HAVE DESIRE & DRIVE
- HAVE TO PAY DOWN THEIR CREDIT CARD DEBT
- HAVE PUBLIC SPEAKING SKILLS
- JUST GOT MARRIED
- JUST GRADUATED
- JUST HAD A BABY
- JUST QUIT THEIR JOB OR IS OUT OF WORK
- LOVE A CHALLENGE
- LOVE TO LEARN NEW THINGS
- WANT TO HELP THEIR SPOUSE RETIRE EARLY
- WANT TO MAKE MORE MONEY
- WANT MORE TIME WITH THEIR FAMILIES
- WANT TO WORK FOR THEMSELVES







# INVITING

## HOW TO INVITE USING KEY QUESTIONS

### FIRST STEP - GREET AND CREATE A RELATIONSHIP

HEY HOW ARE YOU? HOW'S THE FAMILY ? THE KIDS ?

### SECOND STEP - CREATE THE LINK

“FRIEND” DO YOU HAVE 5 MINUTES  
TO HEAR ME OUT, WOULD LOVE TO ASK YOU  
SOME QUICK QUESTIONS?

### IF YOU'RE ON A 3-WAY CALL

PERFECT I'M GOING TO INTRODUCE YOU TO A FRIEND  
WHO IS GOING TO BE ASKING THE QUESTIONS HIS/HER  
NAME IS \_\_\_\_\_, AND YOU CAN COUNT ON 100% OF  
MY TRUST IN HIM/HER.

### THIRD STEP - ASK KEY QUESTIONS

1- HAVE YOU EVER TRAVELED IN LUXURIOUS CRUISES ?

## IF THEY SAY YES

TELL ME, HOW WAS YOUR  
EXPERIENCE?

WHY HAVEN'T YOU TRAVELED  
MORE ?

## SI CONTESTA NO

DO YOU KNOW A FRIEND  
OR FAMILY MEMBER THAT  
HAVE GONE ON A CRUISE?

WHAT DO THEY TELL  
YOU ABOUT THEIR TRIP?

HAVE YOU SEEN  
PICTURES OR VIDEOS  
ABOUT LUXURIOUS  
CRUISES ?

WHAT DO YOU THINK  
OF THEM?

HAVE YOU EVER THOUGHT OF GOING  
ON A CRUISE ?

WHY HAVEN'T YOU TRAVELED ?



STEP FOUR - TRANSITION OF CONSCIOUSNESS

JAMES I THOUGHT THE SAME THING. I THOUGHT THAT I COULD NOT TRAVEL BECAUSE I DID NOT HAVE TIME AND BECAUSE I DID NOT HAVE MONEY BUT IN REALITY I HAD NOT TRAVELED BECAUSE I DID NOT HAVE A PLAN...

I WANT YOU TO SEE A PLAN THAT WILL ALLOW YOU TO TRAVEL THIS YEAR AND FOR MUCH LESS, JUST AS IT HAS ALLOWED ME TO TRAVEL TO \_\_\_\_\_ THIS YEAR. I WOULD LIKE TO TELL YOU ABOUT IT BUT I HAVE LITTLE TIME

APPOINTMENT

EITHER INVITE TO PERSONAL MEETING OR AN ONLINE PRESENTATION

WHEN IS BEST FOR YOU TO (MEET/GET ON CALL) ?

DURING THE WEEK OR WEEKEND ? \_\_\_\_\_  
IN THE MORNING OR AFTERNOON ? \_\_\_\_\_



INVITATION

WHAT DAY IS BEST FOR YOU ?  
(DAY 1 \_\_\_\_\_) OR (DAY 2 \_\_\_\_\_)

AT (FIRST TIME \_\_\_\_\_) OR (SECOND TIME \_\_\_\_\_)

PERFECT WE AGREED THAT WE WOULD MEET ON:  
DAY \_\_\_\_\_ TIME \_\_\_\_\_ PLACE \_\_\_\_\_

JAMES I WOULD LOVE TO KEEP TALKING BUT I AM SUPER BUSY. I'LL SEE YOU AT OUR MEETING. IT WAS A PLEASURE TALKING WITH YOU 🏃 🏃







# PRESENTING

## PART A : TELL YOUR STORY

- 1- INTRODUCE YOURSELF
- 2-DESCRIBE WHAT TOOK YOU TO FINDING A NEW BUSINESS OPPORTUNITY
- 3-EXPLAIN HOW YOU FOUND YOUR NETWORK MARKETING BUSINESS
- 4-REVEAL YOUR DOUBTS
- 5-EXPLAIN HOW NETWORK MARKETING HAS CHANGED YOUR LIFE
- 6-ALSO REVEAL HOW IT HAS CHANGED THE LIVES OF YOUR PARTNERS
- 7-ADD YOUR CALLING THAT MADE YOU TAKE ACTION
- 8-YOUR VISION

THE IDEAL TIME TO TELL YOUR STORY IS NO MORE THAN 4 MINUTES  
4 MINUTES IS ENOUGH FOR THE PERSON TO IDENTIFY THEMSELVES  
SOMEWHERE WITHIN YOUR STORY.

## PART B : PRESENTATION

THE PRESENTATION YOU WILL BE LEARNING IN THE COURSES AND LISTENING TO IT DAILY IN THE SYSTEM.  
THE PRESENTATION IS NOT ONLY WHAT WILL CAUSE A PERSON TO START, BUT THE COMBINATION  
OF THESE 3 PARTS





# PRESENTING

## PARTE C : CLOSING QUESTIONS

TRY TO DO THE CLOSE WITH 3 PEOPLE; YOU, THE PROSPECT AND YOUR SPONSOR. THOUGH WITH ANOTHER PERSON IN THE LINE IT IS MORE EFFECTIVE BUT THE TRUTH IS THAT NOT EVERY TIME WE WILL HAVE OUR SPONSOR AVAILABLE TO CLOSE EVERYONE. SO WHAT IS MORE INTELLIGENT IS THAT YOU ARE ALSO PREPARED TO MAKE IT SIMPLE.

### WHAT DID YOU LIKE MOST ?

#### THE TRAVELING PART

SO YOU WOULD LIKE TO PARTICIPATE AS A MEMBER, TO TRAVEL RIGHT ?  
WHAT DOUBTS DO YOU HAVE REGARDING OUR MEMBERSHIP ?  
GREAT, IS SAVING 100 A MONTH A PROBLEM FOR YOU?

#### IF THEY RESPOND NO

IF THE 100 DOLLARS AREN'T A PROBLEM,3  
WHAT CAN STOP YOU FROM GETTING  
STARTED TODAY ?

WHAT IS THE CARD THAT YOU PLAN ON USING,  
VISA OR MASTER CARD ?

#### IF THEY RESPOND YES

DO YOU HAVE ANY WAY OF FINDING  
THE MONEY WITHIN 48 HOURS ?

FOR WHEN DO YOU THINK YOU CAN  
HAVE THE MONEY TO START ?

#### TRAVELING FREE AND MAKING MONEY

SO YOU WOULD LIKE TO PARTICIPATE AS A PARTNER MEMBER SO YOU  
CAN TRAVEL FOR FREE AND MAKE MONEY DOING SO CORRECT ?

WHAT DOUBTS DO YOU HAVE REGARDING OUR BUSINESS ?  
GREAT, 295 DOLLARS ARE A PROBLEM TO YOU ?

#### IF THEY SAY NO

IF THE 295 DOLLARS AREN'T A PROBLEM,  
WHAT CAN STOP YOU FROM STARTING TODAY ?

WHAT IS THE CARD YOU PLAN ON USING,  
VISA OR MASTERCARD ?

#### IF THEY SAY YES

DO YOU HAVE ANY WAY OF FINDING  
THE MONEY WITHIN 48 HOURS ?

FOR WHEN DO YOU THINK YOU CAN  
HAVE THE MONEY TO START







## FOLLOW UP

AFTER PRESENTING THE INCUBATES BUSINESS OPPORTUNITY YOU HAVE **24 TO 48 HOURS** TO CREATE A GOOD FOLLOW UP. THE PURPOSE OF THIS FOLLOW-UP IS TO HELP THE PROSPECT MAKE THE RIGHT DECISION.

LET EVERYONE JUDGE FOR THEMSELVES, DO NOT ARGUE OR PRESSURE THEM. LET THEM CHOOSE WHAT THEY WANT.

CHECK IF YOUR PROSPECT HAS ANY QUESTIONS OR DOUBTS AND CLARIFY THEM WITH A POSITIVE ATTITUDE. YOU WILL PROBABLY HAVE TO EXPLAIN CERTAIN ASPECTS OF THE OPPORTUNITY AGAIN. DON'T WORRY IF THERE ARE QUESTIONS BECAUSE IF THE PROSPECT HAS QUESTIONS, THIS IS A GOOD SIGN OF INTEREST.

BUT THIS IS IMPORTANT : LIMIT YOURSELF WHEN ANSWERING AND CLARIFYING THE DOUBTS OF YOUR PROSPECTS.

**A COMMON MISTAKE THE PARTNERS MAKE IS THEY TRY TO CONVINCE WITH EXCESS INFORMATION OR PRODUCT TECHNIQUE OR COMPENSATION PLAN.**





# FOLLOW UP

SOME PEOPLE DO NOT TAKE IMMEDIATE ACTION

THEREFORE YOU HAVE TO PROVOKE A 24-48 HOUR FOLLOW-UP PLAN :

SEND THEM TESTIMONIAL VIDEOS ACCORDING TO THEIR PROFESSION (COMING SOON).

DELIVER THE FOLLOWING SURVEY AND SCHEDULE A SECOND APPOINTMENT BETWEEN 24 AND 48 HOURS:

IF YOU HAD THE OPPORTUNITY TO TRAVEL AND SEE THE WORLD WHICH 5 COUNTRIES WOULD YOU LIKE TO GO TO?

- 1.
- 2.
- 3.
- 4.
- 5.

WHAT 10 PEOPLE WOULD YOU LIKE TO GO WITH YOU ?

- |    |     |
|----|-----|
| 1. | 6.  |
| 2. | 7.  |
| 3. | 8.  |
| 4. | 9.  |
| 5. | 10. |

IF TIME AND MONEY WEREN'T A PROBLEM, WHAT WOULD YOU LIKE TO IMPROVE?

EXAMPLE

HOUSE

CAR

EDUCATION

IF YOU NEEDED 10 PEOPLE TO DEVELOP A GLOBAL BUSINESS, WHICH 10 PEOPLE WOULD YOU TRUST TO CHOOSE?

- |    |     |
|----|-----|
| 1. | 6.  |
| 2. | 7.  |
| 3. | 8.  |
| 4. | 9.  |
| 5. | 10. |

HOW MUCH MONEY WOULD YOU LIKE TO EARN MONTHLY?

1 YEAR -

3 YEAR -

5 YEAR -





# ONLINE SYSTEM



**YESSMOVEMENT.ORG**

\_\_\_\_\_  
Password

- TRAININGS
- TOOLS
- PERSONAL GROWTH





# DUPLICATE

CONSTANTLY TEACH THE NINE STEPS OF THE DUPLICATION GUIDE TO YOUR NEW PARTNERS.

THE BEST WAY TO TEACH THEM IS: FOLLOWING THE STEPS AND MODELING THEM.

IT IS IMPORTANT TO LEARN THINGS WELL SO THAT YOU CAN SUCCESSFULLY TRANSFER TO YOUR PEOPLE. OUR EXAMPLE IS THE BEST WAY TO TRANSFER OUR KNOWLEDGE TO OUR TEAM.

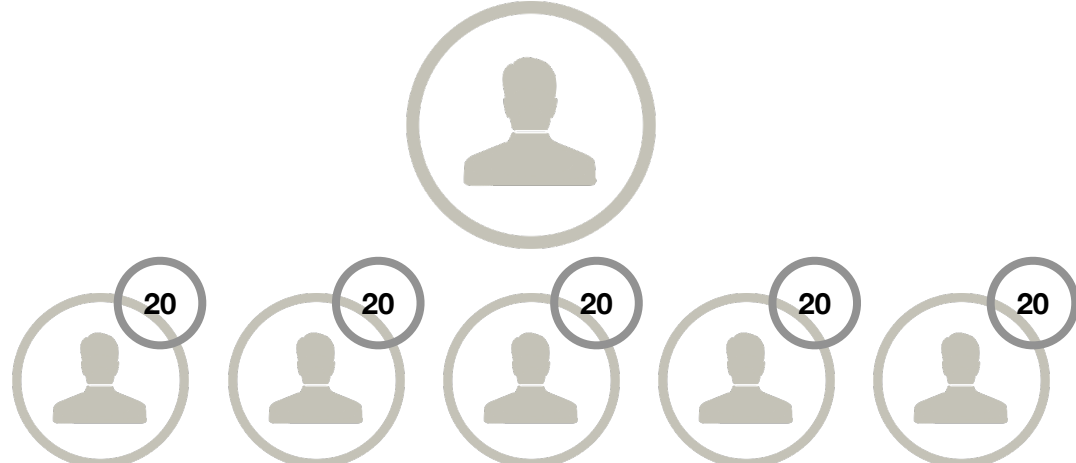
MAINTAIN YOUR BUSINESS SIMPLE. DO THINGS THAT PEOPLE FIND EASY TO DUPLICATE AND COPY. FIRST YOU LEARN, THEN YOU TEACH OTHERS, AND FINALLY YOU TEACH OTHERS HOW TO TEACH, THROUGH STORIES, TESTIMONIES AND QUESTIONS. THIS IS THE BEST WAY.

YOU LEARN MORE BY TEACHING





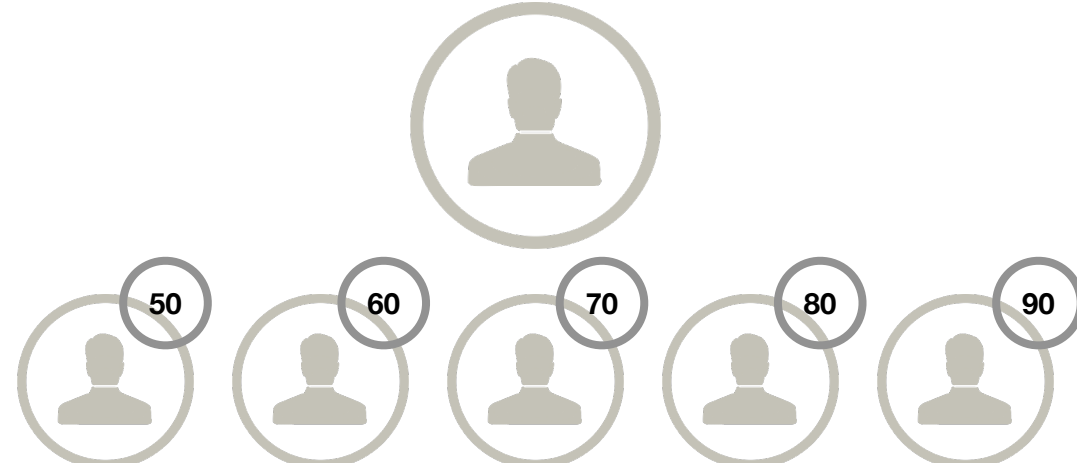
# ACT AND EARN



**5 MEMBERS**

**\$100.00**  
INSTANT  
BONUSES

**200 CD**  
MEMBERSHIP  
FREE

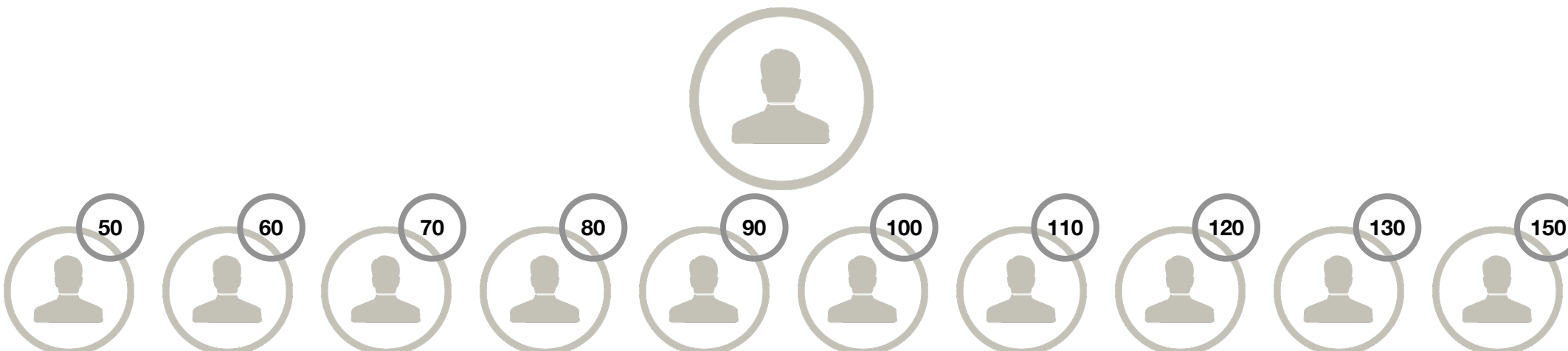


**5 PARTNER MEMBERS**

**\$350.00**  
INSTANT  
BONUSES

**250 CD**  
PRODUCTION  
BONUS

**200 CD**  
MEMBERSHIP  
FREE



**10 PARTNER MEMBERS**

**\$960.00**  
INSTANT  
BONUS

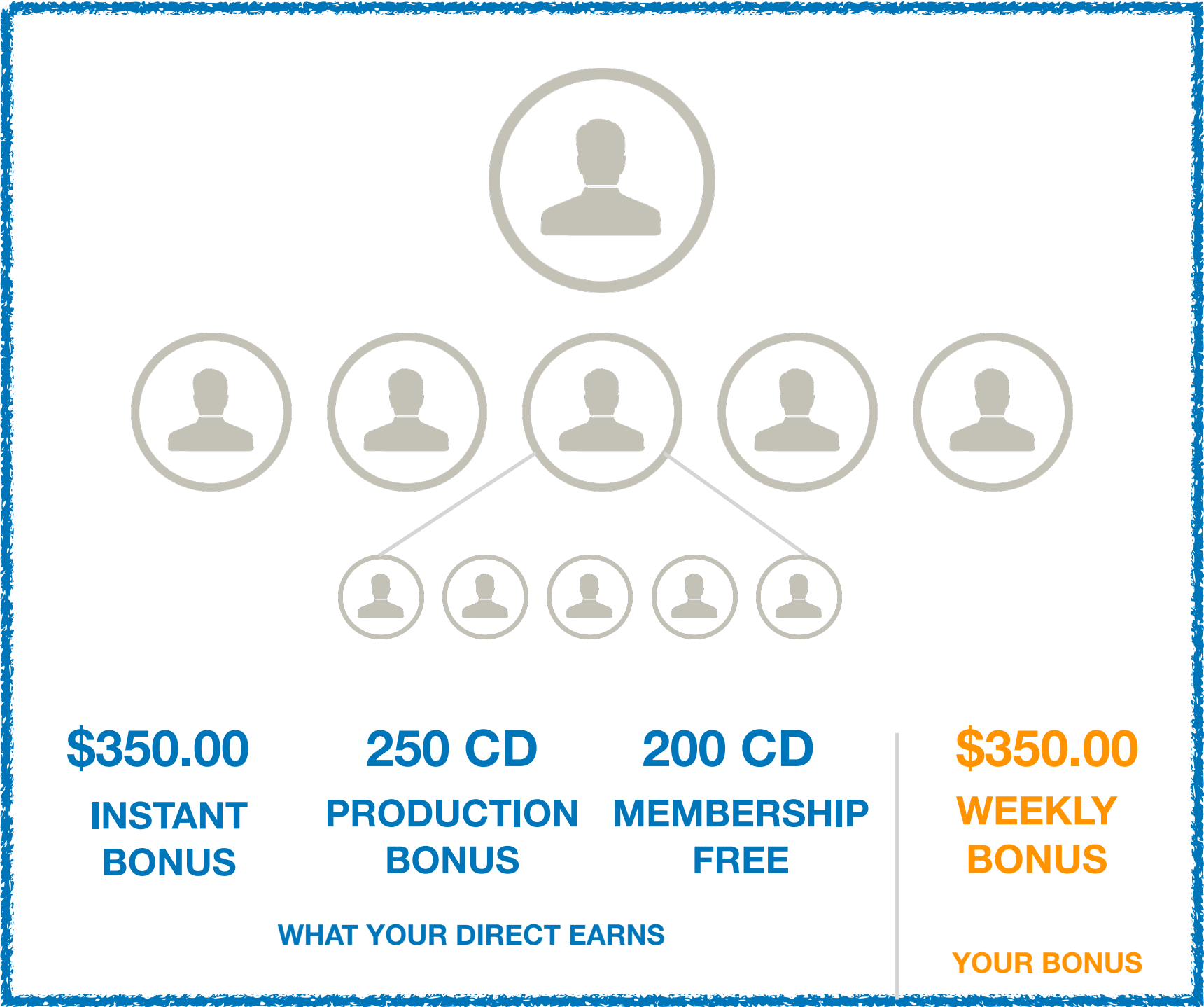
**500 CD**  
PRODUCTION  
BONUS

**200 CD**  
MEMBERSHIP  
FREE

**HYPOTHETICAL  
EXAMPLES INSIDE  
THE SAME CALENDAR  
MONTH AND MONTH  
OF COMPENSATION..**

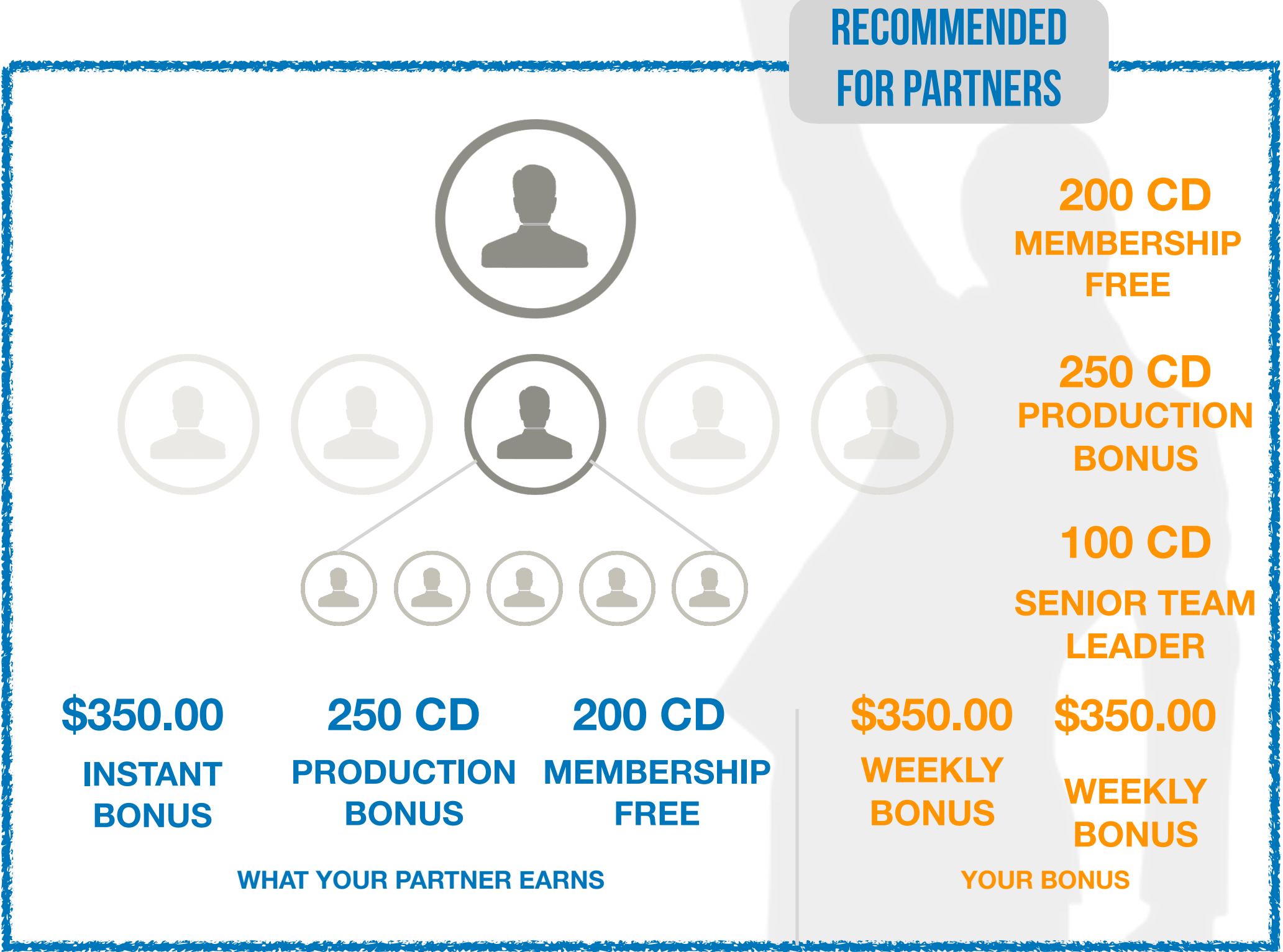


# ACT, EARN AND TEACH



WHEN YOU HELP A DIRECT EARN MONEY EVERY WEEK THEY WILL PAY YOU 100%

THE WEEKLY BONUS IS VERY LUCRATIVE



IF YOU START STRONG AND THAT SAME WEEK FROM SUNDAY TO SUNDAY YOU RECORD YOUR 5 AND YOUR PARTNERS 5 THIS HAPPENS

**\$1,050 CASH & 1,000 CD**





# SOCIAL MEDIA

## FIRST PUBLICATIONS

I'M ABOUT TO SEPARATE MY NEXT CRUISE FOR THE END OF THIS YEAR, WHO HAS TRAVELED ON A CRUISE THAT CAN RECOMMEND WHAT I SHOULD BRING IN MY LUGGAGE



ANY OF MY FRIENDS THAT HAVE TRAVELED ON A CRUISE?

I'M ABOUT TO BOOK BETWEEN CARNIVAL AND ROYAL CARIBBEAN FROM SAN JUAN PUERTO RICO, WHICH OF THESE CRUISE LINES DO YOU RECOMMEND FOR A FAMILY WITH KIDS?



CARNIVAL



ROYAL  
CARIBBEAN



THE CRUISE I'M ABOUT TO BOOK VISITS THE ISLAND OF \_\_\_\_\_, WHICH EXCURSIONS OR THINGS TO DO, DO YOU RECOMMEND I DO IN THAT DESTINATION?





# SOCIAL MEDIA

I WILL BE TRAVELING ON MY FIRST  
CRUISE AT THE END OF THE YEAR

WHAT ACTIVITIES FOR KIDS COULD YOU  
RECOMMEND ME DURING THE JOURNEY?



HEY FRIENDS! WHO HAS TRAVELED ON A CRUISE?

DO YOU HAVE ANY IDEA  
WHAT KIND OF VISA YOU HAVE TO  
TAKE OUT?





# TABLA DE TEMPERATURA - 30 DÍAS



MONITOREA TU NEGOCIO Y TRAZA UN PLAN DE ACCIÓN DE ACUERDO AL RANGO QUE QUIERES LOGRAR ESTE MES. LA IMPORTANCIA DE ESTA TABLA ES ENFOCAR TU MENTE A LOGRAR METAS DIARIAS.

RANGOS DE LA COMPAÑÍA	FACTURACIÓN REQUERIDA	FACTURACIÓN DIARIA	FACTURACIÓN AL DÍA 10	FACTURACIÓN AL DÍA 15	FACTURACIÓN AL DÍA 20	FACTURACIÓN AL DÍA 25	FACTURACIÓN AL DÍA 30
	3.000	100	1.000	1.500	2.000	2.500	3.000
	10.000	400	4.000	6.000	8.000	10.000	12.000
	25.000	900	9.000	13.500	18.000	22.500	27.000
	50.000	1.800	18.000	27.000	36.000	45.000	54.000
	100.000	3.400	34.000	51.000	68.000	85.000	102.000
	250.000	8.400	84.000	126.000	168.000	210.000	252.000
	550.000	18.400	184.000	276.000	368.000	460.000	552.000

## REGLA DEL 40%

RANGOS	MARKETING DIRECTOR	SENIOR M. DIRECTOR	REGIONAL DIRECTOR	NATIONAL DIRECTOR	INTERNATIONAL DIRECTOR	EXECUTIVE DIRECTOR	BOARD OF DIRECTORS
MAX. POR LÍNEA	1.200	4.000	10.000	20.000	40.000	100.000	220.000

**IMPORTANTE:** RECUERDA QUE LOS NÚMEROS TIENEN QUE ESTAR DISTRIBUIDOS EN EL 40% MÁXIMO POR LÍNEA PARA CALIFICAR A LOS RANGOS







**WORKING AS A TEAM  
DIVIDES THE WORK  
AND MULTIPLIES  
THE RESULTS**

**TOGETHER WE GO**