

STEP BY STEP PLAN FOR SUCCESS

1. **YOU SHOULD BE QUALIFIED WITH 5 CUSTOMER POINTS.** Your focus doesn't need to be on points, it needs to be on building a business. 5 points, and two personally sponsored Managers will qualify you to collect residual income on levels 2 thru 7 in your Manager's Room. 10 points and 3 personally sponsored Managers will qualify you for level 8 residual and all money available in the Regional Room. To learn details about products, updates, terminology and much more, go to www.fhtm university.com and study when you're not showing the business. 6 POINTS PREFERABLY: (If you'll get a bundle plus 1 more point, a total of 6 points, you'll be able to earn First Time Bonus money quickly, from people that you bring into the business, who start with a bundle pack. Don't miss this quick income.)
2. **Watch the JUMPSTART YOUR TRAINING DVD.-DO THIS BEFORE YOU CALL PEOPLE ABOUT THE BUSINESS.** Or watch the video at www.fhtm university.com under "Stay Connected", then go to Trainings. This will help you avoid making critical mistakes when asking people to take some time to sit down with you. Other great training videos: go to www.timandkellyhoward.com, and go to Representative Training. Enter user id and password: fortune1. Watch Darla Degrandi's training.
3. **Write out your WHY:** Why are you doing this? Set Daily /Weekly/monthly goals. WRITE THEM DOWN. We don't say this to hear our heads rattle. WRITE THEM DOWN....Put them somewhere you can see them every day.
4. **Make a contact list-** (Get at least 50-100 names on that list-don't prejudge. (acquaintances, friends, business associates, etc.)
5. **Brief Invitation-**10-15 seconds VERY IMPORTANT! You're INVITATION should not be a PRESENTATION. Your invitation should be brief.." What are you doing for lunch? Can I meet you there? How about 11?" No phone explanations. Don't say: "I've got a business opportunity I want to show you." Don't invite them to a BBQ and then say surprise! This is not effective or fair. Just invite them over, or go to them. Keep your visit about business; be cheerful; upbeat; positive and to the point. Learning how to invite and how to close will help you succeed. Be coachable, and teachable. Everyone has a learning curve. Give yourself time to learn.
6. **Business Presentations:(options)**
 - A. **DVD Presentation.** WATCH the DVD with them, and be interested...excited! At the end, ask:"Do you see what I see "We can do this"! "You can push PLAY right?" Call your upline, and call them while the end of the DVD is playing; Introduce them to the caller; let the caller take over. Have an application on a clip board out and ready for them to sign up. Assume that they will want to do this.
 - B. **Flip Chart/Laptop:** Learn how to give your own BP. Stick with Corporate approved materials. Keep it simple: short and sweet. People don't want to have to spend four hours to sign someone up. (Don't make your own powerpoints. Use corporate approved material)
 - C. **Two on One Presentations:** If you have access to your upline, it's powerful to Watch someone with experience give a presentation. Learn from watching them.

- 7. Attend Weekly Meetings and Trainings:**For your group to succeed, You need to attend a meeting weekly if possible to stay plugged in and learn more about the business. People who won't attend trainings and meetings, most likely will not succeed. In order to have growth, you must be present to figure out what you've got your hands on. Invite 10 people and always bring at least one guest to see the presentation. Picking them up is the best way to get them there! Weekly meetings are important for building an area. Be Prompt. Everyone needs to know they can go SOMEWHERE and learn more! Read your emails and sign up for TelTag. It keeps you informed and educated on a daily basis.