

TEAM-

Empower .com



NEW MEMBER Guide

In order for things to change, you must change
In order for things to get better, you must become better ~ Jim Rohn

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The Team-Empower New Member Guide is a companion to the New Member training modules online. All the information is simple and easy to understand. Your Sponsor will demonstrate and coach you through the entire process. You don't need to memorize – just refer back to this guide and the online training so you can master these basic skills to become successful. It's not rocket science and it's easy to do – but it does take some practice to put it all together. We're here to support you and celebrate every step of the way!

Together, everything is possible.... Let's do it!

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WELCOME!

Congratulations on your decision to join our company and team! You have chosen to be a member and independent contractor with an outstanding company that offers an amazing life-changing home based business opportunity and amazing life-changing wellness products. Thank you for sharing this journey with us.

You have also chosen to be part of a group of members known as Team-Empower. As part of this team, we are all committed to empowering each other's potential to become more of who we envision ourselves to be, so that we may in turn, empower others to become more of who they want to be. We are here to help you achieve your dreams!

So as a new member of this very special team, it is important for you to know to what standards we hold ourselves. These commitments are the standard for how we expect your upline team to support you and how we expect you to support your downline. That does not mean we will all be perfect all the time. But we are all committed to doing our best to keep these commitments to each other.

Welcome home to our team – we've been waiting for you!

Sponsor's Commitments to New Member

1. Be there for you 100% - you can count on me!
2. Give you all the training and resources you need to succeed
3. Help launch your business at maximum velocity in your first 30 days
4. Continue to support you every step of the way while you are in action to grow your business
5. Take ownership and responsibility for my mistakes and shortcomings
6. Speak openly and honestly and share the truth, allow you to speak openly and honestly with me
7. Have fun!

New Member's Commitments to Sponsor

1. Take action consistently
2. Be enthusiastic and coachable
3. Practice commitment and resilience
4. Learn and use our business system, do not reinvent the wheel
5. Have fun!

I will do my best to keep the Team-Empower Commitments above and support my team to do the same.

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Contacts are Path to Success

- Most valuable asset
- Not who YOU know, it's who THEY know
- Strengthen existing relationships
- Build new relationships

Psychology of Abundance

- Write everyone down, if someone says no – who cares? You have lots of people to share with
- If you were starting a restaurant, who would you tell?

Include Everyone on your List

- People you know well and not-so-well
- Even 'Never in a Million Years' people
- Plant many seeds for a bountiful harvest
- Batting average for baseball Hall of Fame (3 out of 10)

Sorting Your List

- A List – someone who knows you, likes you, trusts you and who lives within 45 minutes (call in the middle of the night)
- B List – local but don't know you as well as an 'A' or just like an 'A' but lives more than 45 minutes away
- C List – Everyone else, near and far, past and present – your acquaintances
- Invite As first, then Bs then Cs
- Eventually share with everyone
- Don't decide for others, let them decide for themselves

Using Your Contact List

- Living document, do not file away, have it with you always
- Add people on, use it to remind you who you can reconnect with
- Strengthen your relationships – convert Cs to Bs, spend more time with Bs to make them As
- Not only grows your business, it enriches your life!

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Examples

“Chris – just wanted to give you a quick call. I was thinking about when you said you'd like to be home more with the kids but you just can't afford to do it. You know I just started making great money from home part-time and I wanted to share what I'm doing with you because I think it could help you spend more time with your kids. It will only take about half an hour and if you're not interested - no hard feelings at all but you need to at least check it out. Can we do it tonight or is tomorrow during lunch better?”

“Hey Laura, it's me. I was thinking about how you told me you love your business but it can't run without you being there all the time. You know, I just started this part-time business that's building me a solid residual income that will keep paying me whether I work or not. You could do it right along with your business now and it might help you increase your profits and cash flow as well as build an income that won't demand all of your time and energy. It will only take about 30 minutes for me to show you and if it's not a fit, that's completely fine but it's definitely worth half an hour to just take a look. When can you block off half an hour for me – after dinner tonight or tomorrow morning?”

“Hi Amy – I was thinking about what you said about your job, how it's so stressful and there's no room for advancement but you can't walk away from such a great paycheck. Listen, I just started making money from home with huge tax write-offs and I'll be able to replace my full time income in a year or so and then fire my boss. You need to check this out too and decide if this could be your way out and if you're not into it, no problem. I'll only need about 30 minutes to share it with you, you just need to be by your phone and computer. So is this afternoon ok or is tonight better for you?”

“Hey John – you're always so great with people but I can't imagine this store pays you big bucks. Are you married to your job or are you open to making more money? (Wait for answer) See, we're looking to add 1 or 2 people like you to our team who really want to make more money and are good with people. If you're interested, give me your number and I'll call you tonight when you're near your computer.”

“Hi Aunt Donna – You're one of the most successful people I know and I wanted to ask your opinion and get your feedback. I found a business opportunity that really has unlimited income potential and I'd love to share it with you because the people who introduced it to me are making your kind of money by helping others become successful and I know how making a contribution is important to you. I'd really like to get an objective opinion from you and see what you think. Can you give me a half an hour after dinner tonight or do you have some time tomorrow?”

“Well, what's this all about?”

- Resist the temptation to give just a little information
- That's what you'll cover when you see them and you just want to show them what you're doing
- Address concerns about high pressure sales and about damaging the relationship

Put it All Together

- Be excited but be yourself
- Reason for the call (share/show) Do NOT ask “How are you?”
- Required time (30 min.)
- Release statement (ok if not a fit)
- Offer 2 options within 48 hours - Do not ask, “When is a good time?”
- Any reason you might not make it?
- My friend/mentor will be with you to help answer questions

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HOW YOU MAKE MONEY

This is a brief overview for new members. Please refer to a Product Price Sheet and Compensation Plan overview found in your New Member Welcome Pack. You can also review the full compensation plan details on the corporate website but you do NOT need to understand everything to make money...the company send the checks anyway!

TERMS TO KNOW

Business Volume (BV) - The portion of a product sale the company sets aside to pay out to its members in commissions. It is usually 2/3 of the wholesale price (wow)! All commissions are calculated as a percentage of Business Volume, not the purchase price. (See *Price Chart*)

Autoship (AS) price – discounted wholesale purchase price for our products. The discount ranges approximately 8-12% below the wholesale price. Helps you save money, make sure you don't run out and you don't have to remember when to place an order. Autoship orders can be changed or cancelled anytime (just give 5 days advance notice to the company). Be smart – ALWAYS order on Autoship and always have your people order on Autoship – just cancel it if they don't want to continue the following month. Why pay more?

Regular price – wholesale price for one time product purchases.

Member – a wholesale product user who earns commissions by referring others to use the company's products and helps others do the same.

Customer – a wholesale product user who does not wish to pursue the business opportunity (yet).

First time order (FTO) - the initial first order any customer or member places. Highest commission is paid to Enroller (55%).

Front Line Qualified – the required number of personally enrolled Members/Customers and the required Autoship volume on your first level to earn commissions. (Max. requirement is 3 Members each on 100BV AS).

HOW TO MAKE MONEY

- **Use the products yourself** - To earn commissions in any calendar month, you must have an Autoship order process in that month. To earn minimum commissions you must have an Autoship order of at least 25BV. To qualify for maximum commissions, you must be on at least 100BV Autoship. Every member should be on 100BV Autoship (unless you enjoy getting paid less?). You do not earn commissions on products you order and use yourself.
- **Get others to use the products** – Share the income opportunity and products with others. The only way you make money in this business is referring other people to use the products. You have unlimited income opportunity to earn as much as you want. But you can't make a penny until someone you refer starts using our amazing products! (You can also make money on everyone they refer to use the products)!
- **Help others make money** – In order to leverage the most income here's all you need to do. Use the products, share it with a lot of people (no convincing or pushy sales!), get a few customers, get a few members, and help those members do the same thing. That's it! It's not rocket science or brain surgery..... and it's fun!

THE BONUS BASICS

This is a brief overview of bonuses new members can earn. It's good to know how to make money – but don't be the dolphin caught in the tuna net of details. Like learning to swim – you only learn by doing. All the examples below assume you are on 100BV on AS. There are NO promises or guarantees of success.

Fast Start Bonus (FSB) – Pays 55% commission on all First Time Orders (FTO) Business Volume (BV) for new Customers and Members. Pays weekly! (Checks are processed the 2nd Friday after the week the FTO was placed). Enroll new people with product orders every week, start getting checks every week.

- **Example:** You enroll a new member or customer with an 8 pack order of Body Balance = 104BV. Your FSB will be \$57.20 (104BV x 55%).

Residual Bonus – Whenever someone you enroll reorders products or someone in your group reorders, you earn residual income...for life. Can you say 'Cha-Ching'! Our company's Residual Bonus is one of the most generous in the industry!

Level	BV Paid by LFI	Typical MLM Plan
1	5%	5-7%
2	40%	5-7%
3	10%	5-7%
4+	2-14%	2-5%

- Exciting News! (as of May 2010) Residual Bonus on 1st level Customers will be **45% BV** - NOT 5% (Residual Bonus on 2nd level Customers is 10%)

Achievers Club Bonus – Each month the company sets aside 15% of the company's total FTO BV. This is divided monthly among members who have personally enrolled 750BV or more in new FTOs that month

- Tier 1 (and there's 6 Tiers total) often averages over \$250 and can be much more!

Advancement Bonus – You are paid when you advance your rank and hold it for 1 to 3 months. You advance your Rank by 1) being on 100BV AS 2) you are Front Line Qualified and 3) you have enough BV within the first 6 levels of your group/organization.

- Rank Advancement Bonuses through Platinum **DOUBLE** when you achieve rank advancement quickly (refer to LFI's Comp. Plan Details for timeframes)
- Advancement Bonus for the highest rank, Royal Crown Diamond is \$100,000!

Rank	Total BV 1 st 6 Levels	Bonus Amount	DOUBLED Amount
Bronze	1,000 BV	\$100	\$200
Silver	2,500 BV	\$250	\$500
Gold	6,000 BV	\$600	\$1,200
Platinum	10,000 BV	\$1,000	\$2,000

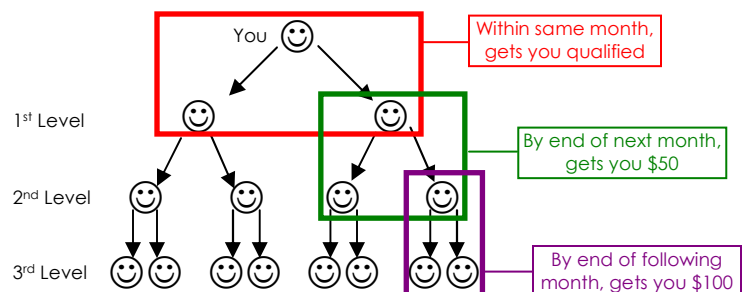
Team Builder + Matching Bonus – Rewards members who enroll new members, who then help those new members get new members. Simply explained –

Step 1) Get 2 new members within the same month (100BV AS) to qualify.

Step 2) (Keep both in) Help at least 1 of them get 2 new members within another month – **get paid \$50**.

Step 3) (Keep members in) Help your new member, help at least one of their new members get 2 more within the next month – **get paid another \$100**.

- Can earn up to an **extra \$500/month** with this bonus – ON TOP of all the other bonuses!





SHARING THE PLAN

Ways to Share the Plan

- Large Group Events
- Small Group in home
- In person
- Long Distance (phone/internet)

Preparing to share the plan

For You

- Product Price Sheet and Registration Form for Customer/Member order
- Your calendar for new member training and paper/pen for referrals

For "Not a Fit"

- "Thank You Check" brochure with your contact info

For Customer

- "Thank You Check" brochure with your contact info
- "How to Take Body Balance" Team-Empower handout with your contact info

For Member

- Bottle of Body Balance to lend (if local)
- New Member Action Steps
- New Member Launch
- 100+ Contact Name List
- Team-Empower New Member Guide

- Don't memorize what to say/do – just follow these pages
- Start on time, be prepared
- Computer/internet access all set

Start of Sharing the Plan

New Member

- Introduce Sponsor and edify (work out what to say with Sponsor in advance)
- Explain you are in training and Sponsor can answer any questions

Sponsor

- Thank for letting us share
- May or may not be a fit
- Sponsor shares story
- Overview is straightforward and at end, we'll ask you to decide
 - Ready to take next step and start making money
 - Or try product for more energy and less stress
 - Or no thanks, not a fit
- Does that sound fair?
- Email or launch online/video presentation

End of Sharing the Plan

Sponsor

- Do NOT ask - Do you have any questions?
- Million dollar close "So what do you think?" And listen for their answer.
- If needed, ask if ready to get started

If "Not a Fit"

- Thank them for taking the time and acknowledge not a fit for everyone
- Ask for referrals "Who do you know...?"
- Ask permission for quick call 3-4 times per year (put in your calendar as soon as you leave) and to leave/send a brochure

If Customer, no interest in biz

- Review options for 8BB or 4BB on AS and allow them to decide
 - Offer 2 pack option if they express price is a concern
- Complete Registration Form
- Inform you'll contact when product arrives
- Leave/send Team-Empower "How to Take Body Balance" handout
- Request referrals same as above
- Request permission to follow up and leave brochure same as above

If Customer now/Member future

- Recommend 8BB and complete Registration Form
 - Review other options if needed
- Ask how long to use BB before they could recommend, explain the importance of relying on upline testimonials and expertise, not just their own
- Do NOT request referrals (yet), ask if ok to follow up on biz in their timeframe
- Tell them you will call when their product arrives
- Leave/send Team-Empower "How to Take Body Balance" handout

If Member

- Complete registration for 8BB on AS
- If local, lend 32 oz. bottle of Body Balance (they will return when 8BB arrives)
- Review handouts/assignments (Action Steps, Launch, 100+ Contact List)
- Schedule Getting Started Training within 2-48 hours
- Welcome pack with product will arrive with additional details



RECEIVING REFERRALS

Call a Referral within 24 hours (or sooner) Have your contact tell you something nice about referral and ID the phone # (home, work, cell).

Example: Amy referred you to call Janette

(If man answers) May I speak with Janette? (Who's calling?) This is Kyra [happy and smiling]. (If not home) Could you tell her I called? When will she be back? I'll call her then. Thanks!

(If voicemail/answering machine) Hi Janette. This is Kyra Sanders – we're both friends with Amy Smith and she gave me your name and number. I wanted to talk with you about something important. Could you call me back? My number is

(If woman answers) Janette? (Wait for yes) Hey it's Kyra! (Be happy and smiling as if you know them – they will be trying to figure out how they know you). I'm friends with Amy (wait for them to acknowledge). I saw Amy today and I was telling her how we're expanding our team here in (your local area) and I went over the type of person we're looking for and Amy had some great things to say about you and she told me I should give you a call. Do you have a minute? (Wait for yes). Right now we're expanding our team in (local area) and we're looking for someone who:

1. wants to make more money working from home
2. feels it's important to help others and make a difference
3. will be coachable and do what they say

Does that sound like you? (Wait for response – if yes...) Well Janette, this may or may not be a fit for both of us but I don't want to waste your time or mine so before we go on, can I ask you just a few questions? (Start the interview but get to know them and gain rapport. Write down their answers. Listen, listen, listen! Do not talk about you!)

1. What do you do for a living? What do you like about it? What don't you like?
2. Do you have any personal or financial goals? Why are they important?
3. Can you tell me about a time in your life that makes you really proud – maybe a time when you faced a big challenge or hit a big goal when at first you didn't know how you were going to do it?
4. What makes you the most happy? (And why?)
5. What's most important to you? (And why is that important?)

Great Janette! Thank you so much for sharing that with me. One of the major perks of having your own business is you get to choose who you work with so I like to know up front who I'm dealing with and what kind of person they are. I'd like to share what we do because you seem like the right kind of person and it will only take half an hour with you by your phone and computer. If it's not a fit, that's fine and if it is, I'll go over what's next to get you started.

Set the appointment as you would with your contacts. At the end, if not a fit or customer only, ask for 2-3 referrals. Keep working referrals for more referrals.

Script for when a Referral becomes a Member (Jackpot!) Call the person who referred you to the new member as soon as you leave the appointment.

Hey Amy! I just wanted to give you a quick call to thank you and to WARN you. (Wait for them to ask – ‘Warn me about what?’) Well, I just spoke with Janette and she's VERY excited to get started on our team and I have a feeling she's going to make someone a LOT of money. And I just need to know if it's going to be you...or me. See, I'm about to put in Janette's order and I need to tell our company who they should send this commission for (tell them the \$ amount) to as well as all the future commissions Janette brings in and all her people bring in and all her people's people bring in. And I thought it was only fair to call you and offer you one last chance since you referred me to Janette and I wouldn't want you to be angry with me later for missing out on all these checks. So what do you want me to do? (Wait for response and yes, they have to make a decision NOW!)

- *If they want to join as a member, sign them up!*
- *If they want to pass, thank them and get off the phone.*
 - *Send a thank you note and perhaps a small gift of appreciation.*
 - *When they receive, recontact to ask for 1 or 2 more referrals!*

Work Back Up the Chain of Referrals

Speed is key – reach everyone in the chain by end of day or latest by following morning because you don't want to hold up a new member's order!

Example:

- Amy said no but referred you to Janette
- Janette said no but referred you to Brent
- Brent said no but referred you to Jason
- Jason said no but referred you to Jamie
- Jamie said Yes! and joined as a member
- Now call Jason to thank and warn
- Then call Brent to thank and warn
- Then call Janette to thank and warn
- Then call Amy to thank and warn

People are more motivated to avoid LOSING money than taking action to GAIN money! Isn't it compelling to start a business with a check waiting to be sent to you? Your former No's could join the business and before they've even been trained, have a nice little group under them!

Request Referrals to Open the Door to Invitations

Listen, my business is growing fast and right now we're looking to expand our team. I thought you might know someone fun who likes people, who could use more energy and would be open to working part time from home to make more money. Do you know anyone like that? (Duh....yeah!) Well, I'm looking for someone who meets these 4 criteria....

Important! It cannot be emphasized enough that this business is built on relationships – specifically how much people know you, like you and trust you. When people say ‘No Thanks’ to joining the business, it is crucial to continue building personal relationships with them. A planted seed cannot grow if left completely untended. You must water and nurture the seeds you plant if you want them to grow in your garden. It is even more important to build relationships and connections with your members.

Follow Up – What it is and Why do it

- Where fortunes are made or lost - The Art of Keeping People In
- Easy to do...easier not to do
- Recontacting your people
 - Strengthen relationships
 - Coaching product use and recommending additional products
 - Sharing business and product testimonials
 - Reinviting to look at the business
 - Connecting In-person, by phone, by web
- Be Your Word – Do What You Say You Will Do
- Master Your Calendar and Contact List
- Use a System that Works for You

Who Gets Follow Up

- Contacts (including referrals)
- Customers
- Members
- Former Customers and Inactive Members

Follow Up with Contacts

- Not Yet Shared
 - Build/strengthen relationship – so they know you, like you, trust you
 - Get to know them better, ask questions, spend time together
 - Be helpful, provide value – be a giver
- Already Shared (including referrals)
 - Continue to build relationship
 - Send/give Way to Wellness Catalog
 - Call 3 or 4 times/year to check in about joining the team
 - Share your success or a product testimonial
 - Want to take another look?
 - Request referrals

Follow Up with Customers

- 1st Month – 3 calls
 1. Receive product - review “How to Take Body Balance” handout again
 2. 10 days later – Still taking? Any questions? Keep taking every day
 3. 5 days before Autoship processes
 - Tell them how much they should have left (approx. ¼ of their orig. order)
 - Any changes to Autoship? (then make changes for them)
- 2nd Month – 3 calls
 1. Receive product - thank them for reorder, emphasize best results when taken every day
 2. 2 Weeks later – Still taking? Any questions? What are they noticing/liking?
 3. 5 days before Autoship processes
 - Tell them how much they should have left (approx. ¼ of orig. order)
 - Suggest another product they might enjoy

- Offer to send them a catalog (then send it!)
 - Any changes to Autoship? (then make them)
 - Ask if they want help getting products paid for (help them refer 4 people)
- 3rd Month – 2 calls
 1. Receive product – thanks for reorder, questions/review/suggest other products
 2. 5 days before Autoship processes
 - Offer them option to make Autoship changes directly with company
 - Give company phone # and hours and company email address
 - Give them their ID# and Autoship date (subtract 5 days)
 - Explain you are still there to help if they prefer to make changes with you
 - Want to try any other products? Want to get products paid for?
- 4th Month+, check in monthly
 1. Want to take another look at doing the business? If no, request referrals
 2. Ask what they like best about using the product, have them email you short testimonial
- Customers who cancel – find out why
 1. If because budget – suggest Thank You Check program
 2. If because they have too much product – coach on taking every day and offer easy ways to remember
 3. If because healing crisis – refer back to “How to Take Body Balance” handout
 4. If because they no longer want to use – ask permission to follow up with other products
 5. Continue to build the relationship and request referrals

Follow Up with Members

- Details covered in New Sponsor Training
- New Members can be worth big money to you
- 1st 30 days are critical, 1st 48 hours are vital – get them in action
- Have them call you daily at a set time (activity check, any questions, touch base)
- Get them started right – everyone does Getting Started Training
- Do not train them as experts, just get them started
- Plug them into training/support system
- Get them to Annual International Convention!

Follow Up with Inactive/Former Members

- People come, people go – when you stay in touch, people come back
- Support them by encouraging them to join Core meetings and group training calls
- Never know when the light bulb will come back on, keep flicking the switch
- If they drop out, let them know you care and they are welcome to come back
- Ask if they need to clear the air, love them where they are at and always leave the door open

Thanks and Appreciation

- The business of building relationships
- Keep business calls separate from personal, don't mention biz outside follow up calls to people who did not join (surprise them by not trying to re-recruit them at every chance, or beating them to death with your opportunity – how refreshing!)
- Send Customers and Contacts who give referrals thank you notes
- When a referral becomes a member, send referrer thank you note and small (non-product) gift
- Be creative and show your appreciation – set yourself apart with service and thoughtfulness

Hard Jobs	Easy Job
Circus Performer	Getting paid to share something that helps people you know feel great with more energy, less stress and more money
SWAT Team Bomb Defuser	
Oncologist	

Keeping it Real

- In the beginning, most people will say “No” to joining the business
- Of those who say “Yes”:
 - Most will do nothing (>60%)
 - Some will do a little (>30%)
 - A few will reach the top (<5%)
- Great News!
 - Of those who do nothing...someday, they may decide to do something
 - Lots of people doing a little bit = \$\$\$\$\$
 - You only need a few runners to make a fortune

Jordan Adler Story – Beach Money

- Started presenting 3x/week on lunch hour = 1 new member/month (<10%)
- Personally sponsored 189 in 252 weeks (3/month in <5 years)
- Currently enrolls around 3 out of 10 and makes over \$1 Million per year
- 92% of his income is from 7 people he sponsored (8% from the other 182)

Why People Say “No”

- Type of business
- Type of product
- Not the right timing
- Not the right person
- Fear of becoming sales “monster”
- Don’t see you as a leader they would follow...yet!

Embrace the “No”

- No doesn’t always mean Never
- Yes feels great, No is where you grow
- How you feel about No has a huge impact on your success and longevity
- When you’re ok with “No” there’s no pressure on you or your contacts and it leads to referrals (a couple more possibilities for “Yes”)
- “Yes” is the destination, “No” is how you get there!

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Power of Our Business

- Residual Income, Leverage efforts of many
- Unlimited Earning potential, self-determined promotions
- Servant leadership

Power of Our Products

- Use Body Balance only for 1st month
- Use Body Balance every month and rotate new products each month to complete product line (always maintain 100BV AS)
- Share your story from the heart and share other people's stories too

Power of Our System – Elite training made simple and easy

- Use the tools
 - Web presentation, Team-Empower.com website
 - Corporate website, calls and training
 - Brochures, books, CDs, DVDs
 - Upline mentoring and coaching
- Plug in to training and plug your people in
 - Getting Started Training and Team-Empower System
 - Ongoing Training calls and Live events
- Do NOT change any of it!
 - Channel creativity into thanks, appreciation, recognition and rewards
 - Rules to even suggest a change to the system:
 - Make >\$100,000/year in this business – until then, your job is to learn the basics, practice the basics then master the basics
 - Discuss with upline privately and agree to test with only 3-5 people for 3 months (no one else can know)
 - After 3 months present the data to upline and if you are still as excited as you were before the test, you and upline test for 3 more months with 6 more people – review the data then decide together
- Our team is like a symphony orchestra – everyone playing same song

Power of Our People

- Corporate Support
 - If near San Diego, arrange for tour of Corporate HQ
 - Training calls for products and business
- Annual International Convention
 - Surround yourself with other successful people
 - Get your ticket now and be there! Get your people there!
- Team-Empower Values - Fun, Integrity, Team

Kelley Claman and Team-Empower's Olympic Bronze Challenge

- Kelley made a decision and hit Bronze in 4 hours!
- You hit Bronze within 4 days of Getting Started Training, win \$100 from Team-Empower! (Refer to online training for rules/details – may end at any time)

My Message to You

- My privilege to share your journey
- Don't know how your story unfold – but I know it won't go perfectly
- You will face challenges – decide now who you want to be when challenge arrives
- Connect deeply with your “Why” and review your Launch Worksheet daily
- Believe in your dreams and bring them to life, then help others do that too!

Resources – Training Calls – Events	
www.Team-Empower.com	New Member and New Sponsor Training, Business Tools, Subscribe to get updates
www.lifeforce.net	Corporate website
Team Crown Monday Night Business Builder Call	(512) 597-6217 444777# 9:30pm EST 8:30pm CST 7:30pm MST 6:30pm PST
Core Team Meeting	

Assignments to Review with Sponsor:

- Shared health and business stories with 3 upline sponsors
- Purchased Business Tools from www.Team-Empower.com
- Purchased ticket to Annual International Convention (800) 531-4877**

Tools to Use Ongoing with Sponsor:

- New Member Launch Sheet
- 100+ Contact Name List
- Scheduling Blitz
- 'Share the Presentation' Tracker

I will do my best uphold the Team-Empower Code of Conduct, in and outside of my business.

- Do the right thing
- Be your word, all the time
- Be passionate and excited
- Share our story without pre-judgment or attachment
- Follow up, follow up, follow up
- Be yourself, be honest, be authentic
- Follow the system without deviation
- Be coachable by your upline
- Be helpful, caring and a good listener
- Edify everyone in our business (upline, downline, crossline, corporate, industry)
- Own what is your responsibility, release what is not
- Be here now – with focus
- Dress with success whenever you are out and about
- Find your dream and bring it to life, then help others find their dream and bring it to life
- Do not push, persuade or convince – you are not in sales!
- Keep it simple
- Lead by example

Words of Wisdom

I will review these words of wisdom DAILY and share them with my team in order to increase my success and in turn increase the success of my team

- Some become members, some become customers, some become neither – it's completely fine
- Of those who say yes, most will do nothing, some will do a little and a few will shoot to the top
- People come, people go, some people come back - make them feel comfortable with you always
- Your level of success is entirely up to you – no one else and nothing else
- Realize rejection is not personal, do not take it personally
- This business is built on relationships. Always be building new relationships. Always be strengthening existing relationships. It's not just good for business – it builds a life worth living
- Focus on creating a culture of 'simple, easy and fun' – people are very attracted to that – it gives them confidence that they can do it too
- Understand you will encounter challenges, difficulties and disappointments – and they offer your greatest opportunities for personal growth
- Don't wish for things to be easier, wish for you to become better
- Who you become on the way to success is the reward

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NEW MEMBER MASTER CHECKLIST

Order Business Building Tools

Call Life Force directly – (800) 531-4877

- 1 pack of 25 Thank You Check Brochures (\$5 total)
- 3 packs of 10 Way to Wellness catalogs (\$3.50/each)
- Check with Sponsor/Upline for other tools
- Order ticket to Annual International Convention** - (if your income goals are over \$200/month) mark in calendar and make travel plans

From link on www.Team-Empower.com

- 10 Building Your Network Marketing Business CDs (2.50/each for 10)

Other Items to print from www.Team-Empower.com:

- Labels/stickers for all your materials (do not use clear) with:
 - Your Name
 - Your Phone Number
 - Life Force International
 - Independent Member ID# (your ID)
- Registration Form – to enroll your new customers and members
- Product Price Sheet – for your reference and to send customers with catalog

Complete Getting Started Training Assignments

- Complete Team-Empower New Member Training Modules online, follow along with New Member Guide, subscribe to updates on www.Team-Empower.com
- Exchange product/business stories with 3 upline leaders
- Order Business Tools
- Read through all materials in Member Welcome Pack (arrives with products)
- Listen to Building Your Network Marketing Business CD and email your sponsor what you liked best about Tracks 6 & 7, listen to CD every day for 30 days

If you live within any accessible distance to San Diego, CA – we **STRONGLY** recommend you call to arrange a visit and tour the Corporate Headquarters