

Nuts & Bolts - Training Outline

Business Mentality

- What are your goals and dreams? What are your alternatives?
- Business Mentality Vs. Job Mentality (Long term vs. short term)
- How to deal with system issues
- Be consistent

Starting a New Business

- Review How to Register pdf
- Review How to Start & Grand Opening
- Maintain a separate bank account, use Paytext
- Review basic book keeping

Creating Volume

- Be your own best customer
- Pay retail to your own business

Running a Successful Business

Communication Tips

- Be on upline TWT list, learn how to use twt's and stay in touch
- Phone etiquette: is this a good time to talk? How long do you have
- Call upline not downline (don't please call me your upline)

Create a Successful Attitude/Business Atmosphere

- Be Positive & Encouraging—smile!
- Dress professionally in your business, attract what you want set the example
- Adopt a serving attitude “the group” is more important than “my group”
- Encourage No children or pets at meetings (this removes distractions)
- Be punctual. Would you be late for work? Then why for your own biz?

Cardinal Rules

- Never do anything for the first time without checking upline
- Never pass negative downline (challenges go upline)
- Never embarrass or put anyone down
- Never mess with anyone's money
- Never mess with anyone's spouse

Building an Organization

- Review Business at a Glance pdf
- List –Teach prospect list
- Invite - Teach Invites
- Teach F.O.R.M
- Show the Plan - Get “How & Why of showing the Plan” CD

5 Steps to Success

Explain each of the 5 steps

Teach the importance of building the business with the right parameters

1. CORE
2. Eagle
3. Double Eagle
4. 20 Bonus Checks
5. Developing Leaders

Suggested Handouts For Nuts & Bolts

Here are recommendations for handouts at your Nuts & Bolts

1. Nuts & Bolts pdf (this sheet)
2. Building Your Business At a Glance
3. How to Build Depth
4. Prospect List
5. Dream List