



PRESIDENTIAL TEAM

First Steps

Click pages to move on

YOUR WHY:



“If you could draw a picture of your life, as you would choose it to be, and then jump into it ... what would it look like?”

Write down the things you *want* in your life & write down the future as you would have it, then work at making it real

If money was no object what would you...

Buy? – Own? – Do? – Be?

What is the single most important thing that will motivate you to do whatever it takes to be consistent & persistent for the next 12-months?

YOUR Raw material:



DON'T PREJUDGE

Who do you know....

- **Who:** you respect, is in business, is self employed or tries, is a manager, foreman or supervisor, is a leader, is active in clubs, associations or charities is life & soul of the party?
- **Who:** are your CLOSEST friends/relations, would you invite to a party, was on your Xmas list/wedding list?
- **Who:** are your neighbours/old neighbours, do you work with/have you worked with, do you do business with, have you done business with?
- **Who:** do you know because of; golf, church, school, sport, international etc?

Book Three Meetings:



- **Book Meeting One within in 1-week** – allows time to put numbers by the list and set it up.
- **Book Meeting Two 3 days after** – for those who can't make 1st meeting
- **Book Meeting Three 1-week later** – for stragglers, second looks (maybe in downlines home)

Or, give a date to do one on one overviews

***The Invite** – 3 to 4 days before the meeting*



- **Keep small-talk to a minimum: Be in a hurry**
- **Clear the date & time first**
- **KEY:** *If we had a way that you could create a very good income, alongside of your job, would you want to find out more about it?*
- **Take away:** *“I can’t promise anything at this stage but, it’ll be great if we can work together!”*
- **In answer to questions:** *I'd love to tell you more but I really can't do it justice on the phone ... The deal is this, if you like what you see we'll be working together, if not you can still help us by passing on the information to others.*

The Meeting:



- Always call night before (*did I say 7:30 or 8:00?*)
- Keep the room normal - Just tidy where people will be
- Remove any distractions
- Don't show concern about others who should be coming, but be excited about speaker coming
- Introduce speaker as a friend who is successful etc
- Take notes/record the meeting
- Provide Coffee/tea after – let people help themselves
- Take positive people to the presenter, remove negative people – **Answer** – the answer is in the info'.
- Give more information & arrange a follow up meeting within 24-72 hours.

Register, Activate, Autoship:



- **Register:** This costs £20.00 and reserves your place and gives you access to your 'Back Office'.
- **Activate:** This costs £145.00 and enables you to get an initial batch of discounted product which you can then try for yourself and use as samples.
- **Auto Ship:** This facility is the easiest way to make sure that your monthly commitment is met. It ensures that you're doing 120CV PM and enables you to be paid bonuses. It helps to motivate you to retail and sponsor and **shows your upline team that you are a serious player** which will, in turn, draw them and their help to you. It costs £101.81 PM and enables you to obtain £130.00 worth of product.



- **Business Presentations (BP):** Business dress, generally from 8:00 to 9:30 PM -
- **Team Trainings (PTT):** Smart Casual dress, generally from 8:00 to 10:00 PM – Presentations also shown from 6:45 prior to the meeting.
- **Web:** Live presentation done online, generally 8:00 to 9:00 PM & Live trainings done online, generally 8:00 to 9:00 PM designed to coincide with SS
- **Presidential Team Workshops (PTW):** Smart Casual Dress, Generally from 10:00 AM to 4:00 PM
- **Break Away Weekends:** Various dress! Every 6- Months at Birmingham
- **Heathrow Meetings:** Business dress. Put together by William & Henry with various timings and content



“When faced with a mountain I will not quit.

I will find a way round or ...

I will find a way over or ..

I will tunnel on through ...

BUT ... I WILL NEVER QUIT because ...

“Quitters NEVER win and WINNERS never quit!”