How to Use This Site

NOTES:

❖ There are four distinct modules to this site, a Presentation Center, the Training Center, that powerful CTS Software, and our Online Support Center.

❖ The Presentation Center is where you send your prospects to review the details of this program. That’s probably where you went to first learn about the Cash Tracking System.

❖ The Training Center is where you and your team can learn tips and strategies that have helped the top people become very successful in our activity. That’s where you are right now.

❖ The CTS software is the powerful software module that manages all of your members as you build your enterprise.

❖ The Online Support Center is where you go to submit a support ticket to address any question or concern you may have, and where you can review the extensive online “Knowledge Base.”

❖ Your Presentation Center is password protected, and it requires users to enter their name, e-mail address and the required password to enter the site. This requirement exists for two reasons. First, it’s very important that we preserve the “by invitation only” private activity that we all enjoy so much. The password-protection allows us to do that.

❖ The log-in requirement also allow us to immediately notify you via e-mail that your site has had a visitor, and you will know who that visitor is, and when they accessed your site. Also, if you are using our Landing Page, and we highly recommend that you do, your prospects can be directly connected to your Presentation Center by filling out the form on that page. This bypasses the log-in requirement at the Presentation Center, but you will receive the e-mail notification when they log into your Landing Page.

❖ Once your prospect has accessed your Presentation Center, either via direct log-in or through your Landing Page, they’re introduced to the “7 Step Information Process” that they will need to complete to become fully informed about our program. This “Information Process” is designed as a “Progressive Learning” module, where each step reinforces the last, but also, each step provides new or more in-depth information to facilitate your prospects understanding of this remarkable activity.

❖ The sole purpose of your Presentation Center is to do all of the “explaining” of how our program works, and to do it in a very compelling fashion, so you won't need to answer a lot of questions in the process.

❖ The first URL you receive is your Presentation Center Link, and it will look something like:

   http://cashtrackingsystem.com/presentation/tour/?id=123456&r=1

❖ This is the URL (website address) you will send your prospects to that are interested in learning about our cash-leveraging program. That URL connects your prospects directly into the log-in portion of your CTS Presentation Center where they enter their information to gain access. The password for the
website is “success”, all lower case. When your prospect fills out the log in information, you are immediately notified via e-mail that your site has a visitor. That e-mail contains their name and e-mail address, and the time of access. You now know who visited your Presentation Center and when.

- If you have ordered the CTS Landing Page, you will have acquired a personal domain name, such as “BobsCashMachine.com.” You will need to “forward” that domain name to your Landing Page URL that you were provided when you acquired your Landing Page. If you are unsure of how to do that, you can visit the online Support Center at http://support.cashtrackingsystem.com and open a Support Ticket to request that the CTS Support Team look after that task for you. We'll be happy to do that.

- Whenever I give this URL or my Landing Page URL to someone, I always send an e-mail confirmation. Sending that e-mail confirmation is a very important step, because long URL’s are very difficult to record correctly. The URL in your follow-up e-mail will be a “clickable” link – that’s much easier for your prospect. You can download a sample of that Follow Up e-mail in the Training Center under the “Interview Techniques” training module. Just look for the Website Confirmation E-mail document under the “Downloads” heading.

- This is why it’s so important to get your own “domain name” and forward it to your Presentation Center. As we outline in our “Landing Page” training module, ideally you’d like to get the .com AND the .net version of your domain name. That way, you can forward the .com version to your Landing Page, and the .net version to your Presentation Center. This will afford you the luxury of giving your prospect an “easy to remember” URL no matter where you’re sending them.

- When you’re speaking with prospects and sending them to your site, you’ll want to ask your prospect specifically WHEN they intend to MAKE the time to review your Presentation Center. This is another very important step, because you want to arrange your follow-up appointment with them soon after they’re finished. Make a firm follow-up appointment to speak with them after they’ve reviewed the site. Remember, you’ll know if they have entered your site, because you’ll receive the e-mail notification. It generally takes about 90 minutes to review all the steps, so try and set the appointment for 1 ½ hours or so after they intend to visit.

- When doing the follow-up call, the ones that aren’t interested, you drop. The ones that have no money and no access to money, well, you really can’t help them either. Always give them my number and ask them to give me a call should they find themselves in a position to take advantage of this powerful opportunity.

- The interesting thing is where you take them from here. The recommended method is to ensure they have completed watching all of the video’s on my Presentation Center, and if not, send them back to do that. If they have reviewed the entire site, you now need to determine how they feel about what they saw, by simply asking, “Mary, how do you feel about what you saw on the site?” If they aren’t interested at all, we simply part friends. If they ARE interested but have some questions, I book them onto one of our Prospect Q&A calls on Monday and Thursday night at 9:00 pm Eastern time. You can click on the “Resource Center” tab in the Training Center to get full information on these calls and how you can best use them.

- Then secure an appointment to follow up right after the call if possible, to see how they’re feeling after the call. This should be your “closure” call. The right prospects will join, and we suggest you listen to the “Moving People to Action” training module for some suggestions on how to best handle this. It’s really very simple, and just ask people how they’re feeling about this, and they will normally tell you if
they’re ready to proceed. Another great tool you can use at this point to help prospects make a positive decision on CTS is to send them to the [http://www.whycts.com/](http://www.whycts.com/) website, where they can access a very powerful presentation that gives them lots of reasons as to what makes CTS such a special program. It’s really impressive for those prospects that are in the “final decision” stage.

- You can access the **Training Center** by logging into your Back Office at [http://www.cashtrackingsystem.com/](http://www.cashtrackingsystem.com/). You log into the Training Center by clicking the “Training Center” link at the top right of the page. Please note, you will only be able to access the Training Center if you have paid your subscription fee, sent your pledge, and your inviter has confirmed your pledge.

- Once logged in, the home page is where you will see some text giving you a brief description of the site, and there is an introductory video there, which will review the links on the left side of the page, and it will provide a suggested “order of review.” Those links contain the training content. Simply click the link on the area that interests you, and you will be presented with some introductory text, an audio or video much like this one, and one or more downloadable documents containing support material on the subject.

- The 3rd of the four components of the Cash Tracking System, the **CTS Software**. This is the vital component that really works in the background, but it manages your entire organization for you.

- When someone joins using your unique “New Member Join link,” which can be found on the main page of your back office right under your ID Number, the CTS Software literally manages everything for you automatically. If this is your qualifier, the system automatically recognizes that, and instructs the new member to forward his/her pledge to your inviter. When your inviter “confirms” that this pledge has been received, the system automatically marks you as “qualified” and will now instruct new members you invite to send their pledge directly to you.

- It also allows you to confirm pledges from members in future with simple a mouse click. In your back office, you will see your “Receiving Line” buttons, which display each member and their “participation” and “qualification” status at a glance. Your entire organization is managed FOR you with this powerful software, and requires none of your intervention, except for the occasional confirmation of pledges. That is accomplished by simply clicking the little green “smiley face” that appears beside the information of all members who’s pledge has not yet been confirmed. Again, everything regarding your organization will be automatically managed for you by the CTS Software.

- The 4th component of your CTS site is the on-line **Support System**, which can be found at [http://support.cashtrackingsystem.com](http://support.cashtrackingsystem.com). All inquiries must go through this Support Ticket system, and you’ll find it an invaluable resource to get your questions answered.

- Before you can use the Support System, you need to register. Simply log into the Support System URL at [http://support.cashtrackingsystem.com](http://support.cashtrackingsystem.com) and click on the “Sign Up” link at the top right of the page. Then, fill out the “required fields” on the form, and click the “Create” button at the bottom of the form. You will be asked to create a username and password, and you may find it helpful to use the **SAME** username and password you use for your CTS website.

- Once you have registered, check your e-mail account for a “verification” e-mail. You **MUST** click on the link in that e-mail to verify that you are the person who set up the Support Center account. If you do not verify the account, you will not be able to submit a support ticket.
But before you submit a Support Ticket, please check the “Knowledge Base” to see if your question has already been “asked and answered.” There is a wealth of information there, and chances are that you can get the information you seek right away by just browsing through that information or searching for the information you need.

Another URL you received when you joined the Cash Tracking System was: http://email.cashtrackingsystem.com

Going to this URL and completing the form will add you to our e-mail notification list. This will ensure you will receive notifications about our live Webinar Training sessions, and all updates we make to our site. We ONLY send e-mails to those members who have specifically requested to be updated, so it’s very important that you get your name and e-mail address added to that list.

Also, when people are subscribing to the Cash Tracking System, there is an option for them to pay their website fee for an entire year instead of monthly, and they receive a lower rate in addition to an overall 10% discount for doing that. The total savings from monthly to yearly subscriptions is around $96, which is fairly substantial. We’ve been pleasantly surprised at the number of subscribers that have taken advantage that. Of course, that saves them having to deal with monthly payments and it saves them some money as well.

If you have joined at the monthly rate and you wish to take advantage of the savings by converting to an annual subscription, you will need to submit a Support Center ticket, and the support team will give you the information you need.

Here’s a suggestion I think you’ll find helpful. Put all of your Cash Tracking System URL’s into your address book so you can keep them all in one place. That way, if you’re using an electronic address book, you can simply “copy and paste” the long ones that are more difficult to remember. In addition, if any of your personal information changes, you can log into your Back Office at www.cashtrackingsystem.com and click on the MEMBER PROFILE button and update your information on your Presentation Center. If you have a landing page and autoresponder, you will need to submit a support ticket at http://support.cashtrackingsystem.com with your updated information and the Support Team will update your information.