

# QUICKSTART TRAINING

## Notes:

- ❑ This is **NOT** a business; it's a private activity.
- ❑ "I'm not with a company, and I'm not trying to sell you anything. Rather, I'm with a private group of entrepreneurs that are simply dedicated to helping each other become financially free
- ❑ No one earns **INCOME** here, we receive cash.
- ❑ This private activity is by personal invitation **ONLY**.
- ❑ "Confirmed" refers to the fact that you've joined the activity, and you've forwarded your pledge to your inviter. He or she has received an overnight tracking number from you, and they've **CONFIRMED** in their back office that you have in fact sent your pledge. Providing that you've sent off your web-hosting fee, you are now ready to begin inviting people into the program.
- ❑ **QUALIFIED** means that after you've started inviting people into the program, your first person has joined, and they have forwarded their pledge to your inviter. Remember, you must "give up" your first person to your inviter at each level to become "qualified" to receive cash.
- ❑ You need to set some goals
- ❑ Let your Cash Tracking System Presentation Center do the presenting for you.
- ❑ Make sure you set your **OWN** goals, and you put them in writing. Then, make **SURE** you do what you set out to do when you wrote out your goals. There's no magic in goal setting; there is only **ACTION!** That's what transforms you from a goal **SETTER** into a goal **GETTER!**
- ❑ Get yourself set up properly. Make sure you have a quiet place where you can work uninterrupted. That's really important. Make sure it's a place you

can actually “close a door” and separate yourself from the rest of the family and the accompanying noise.

- Make sure you have a good long distance service, if you don’t already have one. Always try and get a “flat rate” service that lets you call anywhere in North America anytime of day for a flat fee – just do an Internet search and you’ll find them.
- Invest in a headset for your telephone if you don’t have one. This will significantly improve your comfort level when you’re on the phone, and will allow you to easily take notes while you’re speaking as well.
- Get a device that will allow you to record from the telephone. Just go to any of the “big-box” computer stores, and they should be able to help you. When you’re first starting out, I’d recommend taping your interviews. This will be an incredible learning experience for you. A very humbling one as well.
- Your first focus needs to be to get a prospect list. You can learn about different options on the “Lead Generation” training modules on this system. Listen to each of those trainings and pick one or two methods that you feel comfortable with. Remember, if you have no leads, you have no chance.
- The successful people in our program have one thing in common – they share this opportunity with lots of people every day. Talk to lots of prospects, get them through your Cash Tracking System Presentation Center, and follow up with them. The more you do that, the more cash you will receive.