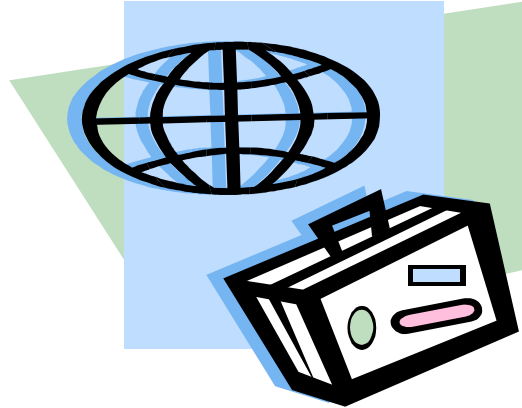


FREEDOM TEAM APEX



“ONE TEAM, ONE DREAM”

Keys to Success

- 1. Coach able**
- 2. Duplicable**
- 3. Transferable**

“Don’t reinvent the wheel, just roll with it!”



YTB's Freedom Team Apex

QUICK START CHECKLIST

COMPLETE CHECKLIST AND RECEIVE CERTIFICATE OF COMPLETION

1. Complete Application Process & Set Follow-up Appt.
2. Schedule Your Grand Opening
3. Complete Domain Name Process (*Optional*)
4. Complete RTA Application & Agreement for Identification
(*Attach passport photo*)
5. Order Business Cards (*free at www.vistaprints.com*)
6. Complete List of 100 Names (*give to your sponsor*)
7. Complete Phone Training (See Corporate and team schedule)
8. Personally Sponsor 3 RTA's
9. Attend RTA Certification Training
10. Sign up with Freedom Team Apex & Voice-Tel 800-308-9670
(Go to: wildabelk@sbcglobal.net, type in your name and email please request new rep packet.)

***UPON COMPLETION TURN IN TO YOUR UPLINE LEADER AND RECEIVE
YOUR CERTIFICATE OF COMPLETION***

***CONGRATULATIONS!
ON COMPLETING YOUR FAST-START CERTIFICATION!***

COMPLETED BY MANAGEMENT

FOLLOW-UP INTERVIEW

Day: _____

Time: _____

Date: _____

Location: _____

**Please bring Call to Action Folder, all items on checklist to orientation
Office Phone: 708-596-8728, Fax: 708-596-8720**

**The Freedom Center
837 East 162nd Street, Suite 8
South Holland, IL 60473**

PROFILE OF A NEW PROSPECT

“Look for people who are looking for you.”

- A. Look for people who want to earn extra income.
- B. Recruit people who want it and not need it.
- C. Don't look for people to sell.
- D. Be selective and qualify your prospects.
(See “How to Win Big” on team website.)
- E. Stay in a good market. **(5 points of marketability)**
 - 1. Age 25-45
 - 2. Married
 - 3. Children 13 and under
 - 4. Employed
 - 5. Own a home

S.I.L.V.A. (5 points of credibility)

- 1. Knows **S**pouse first name
- 2. **I**nvited them to your home
- 3. Known **L**onger than 6 months
- 4. **V**isited their home
- 5. **A**ssisted you in any way (see Stack the Deck Top 25)

Sell The Dream and Crusade Simultaneously

When you meet someone focus on:

- 1. Entrepreneurial, Freedom and Travel Buttons
- 2. Customer Button

Become a Student of Human Nature Basics

- 1. They are quick to jump to conclusions.
- 2. They are skeptical.
- 3. They procrastinate – the spirit is willing, but the flesh is weak.
- 4. They dream of success and wealth.
- 5. They are curious.
- 6. They don't think they can sell.
- 7. They don't like salespeople.
- 8. They don't believe 100% in themselves.
- 9. They would like to be their own boss.
- 10. They would like to have a business of their own, but...
- 11. They all doubt that they ever could or will.

UNDERSTAND OUR MARKET

1. Over Age 25
2. Married
3. Children
4. Own a Home
5. Full-time job
6. Healthy

Each one of the categories is worth 1 point. During your field training, make sure you only see 4-6 pointers.

Working in the right market is critical to your success. If you work in the right market, you will make money and build a solid business. If you work in the wrong market, you can work your behind off and never make any money.

COMPLETE YOUR FAST START PROSPECT TRAINING LIST

The better organized you are, the more efficient you will be when you sit down to make calls.

Write down **EVERYBODY** you know. These are people you will see during your training and on your own after you are trained.

Do not make the mistake of leaving people off your list because you don't think they will be interested. Show everybody the opportunity and let each person make up his/her mind just like you did.

Give your training manager a copy of your list. This will help you and your manager communicate about whom you are seeing during your field training.

Hopefully, you will want to help these people whether you are working in the travel business or not. If you should quit before you see all the people on your list, we will attempt to contact them in the future.

Use the memory jogger to help you remember people you may have forgotten to include.

*(Hint to building a business) Stay plugged into the system, recruit 3-5 directs & build 4-6 deep. Complete, duplicate, and transfer this process continuously until you are financially independent.

*(Hint to making money) Be good in all area of products, but master ONE at a time.

*Must complete all the time on all the levels, win something, and start a winning tradition.

MEMORY JOGGER

1. Work with
2. Boss
3. Partner
4. Elevator man
5. Janitor
6. Security guard
7. Coke man
8. Secretary
9. Typing pool
10. Caterer
11. Customer
12. Parking attendant
13. Coffee shop
14. Car pool
15. First aid
16. Personnel Manager
17. Sales people
18. Boss's boss
19. Lunch with
20. Competition
21. Repairman
22. Copier man
23. Union
24. Complainers (top 5)
- 25.
- 26.
- 27.
- 28.
29. Inspector
30. Credit Union
31. Pension plan
32. Fired-up male
33. Fired-up female
34. Delivery man
35. Federal Express
36. U.P.S.
37. Mailman
38. Lost job
39. Almost lost job
40. Will be laid off
41. Has been laid off
42. Job hunting male
43. Job hunting female
44. Hates job
45. Missed last promotion
46. Walking encyclopedia
47. Most likable
48. Needs part-time job
49. Engineer
50. New employee
51. Time keeper
52. Operator
53. Payroll
54. Contractor
55. Movers
56. Shakers
57. Guard
58. Preacher
59. Nurse
60. Dentist
61. Doctor
62. Surgeon
63. Chiropractor
64. Therapist
65. Carpenter
66. Auto mechanic
67. Used car sales
68. Body repair
69. Gas station
70. Teacher
71. Substitute teacher
72. Banker
73. Teller
74. Policeman
75. Highway Patrol
76. Finishes concrete
77. Brick Mason
78. Appliance man
79. Iron Worker
80. Boiler maker
81. Home builder
82. Painter
83. Sheet metal
84. Roofer
85. Insulator
86. Landscaper
87. Sheetrock finisher
88. Wallpaper man
89. Carpet layer
90. Hospital worker
91. Department store
92. Grocery store
93. 7-Eleven
94. Waitress
95. Waiter
96. Chef
97. Cashier
98. Dishwasher
99. Auto supply
100. Electrician
101. Hardware store
102. Truck driver
103. Pharmacist
104. Funeral director
105. Flower shop
106. Health spa
107. McDonald's
108. Wendy's
109. Hardee's
110. Shoney's
111. Burger King
112. Pizza Hut
113. Meat market
114. Dry cleaners
115. Radio Shack
116. TV Repair
117. Movie rental

- | | | |
|------------------------|----------------------------|------------------------|
| 118. Meter reader | 158. Family pictures | 198. Maid of honor |
| 119. Cable TV | 159. Photographer | 199. Matron of honor |
| 120. Paperboy | 160. Sells cemetery | 200. Bridesmaids |
| 121. Milkman | 161. Guidance counselor | 201. Ushers |
| 122. Eye center | 162. Youth director | 202. Deacon |
| 123. Tire store | 163. Minister of Education | 203. Elder |
| 124. Realtor | 164. Minister of Music | 204. Choir (male) |
| 125. Office supplies | 165. Sister-in-Law | 205. Choir (female) |
| 126. Copier salesman | 166. Brother-in-Law | 206. Choir Director |
| 127. Vacuum cleaner | 167. Father-in-Law | 207. Baptist |
| 128. Phone installer | 168. Mother-in-Law | 208. Catholic |
| 129. Orkin man | 169. Brother | 209. Mormon |
| 130. Avon | 170. Sister | 210. Church of God |
| 131. Shakley | 171. Father | 211. Church of Christ |
| 132. Fuller Brush | 172. Mother | 212. 7th Day Adventist |
| 133. Amway salesman | 173. Cousin | 213. Presbyterian |
| 134. Maytag repairman | 174. Aunt | 214. Jehovah's Witness |
| 135. Bowl with | 175. Uncle | 215. Episcopalian |
| 136. Hunt with | 176. Grandfather | 216. Methodist |
| 137. Golf with | 177. Grandmother | 217. Jewish |
| 138. Fish with | 178. Niece | 218. Greek Orthodox |
| 139. Tennis with | 179. Nephew | 219. Lutheran |
| 140. Ski with | 180. Best Friend | 220. Plumber |
| 141. Throw darts with | 181. Wife's best friend | 221. Logger |
| 142. Softball with | 182. Farmer | 222. Lumberjack |
| 143. Baseball with | 183. Farmer | 223. Jaycees |
| 144. Football with | 184. Army | 224. Play Bridge |
| 145. Soccer with | 185. Navy | 225. Play Bingo |
| 146. Racquetball | 186. Air Force | 226. Table tennis |
| 147. Handball | 187. Marines | 227. Pool |
| 148. Swim with | 188. Babysitter | 228. Trivial Pursuit |
| 149. Fire chief | 189. Sitter's parents | 229. Monopoly with |
| 150. Fireman | 190. Neighbor on right | 230. Rides with |
| 151. Volunteer fireman | 191. Neighbor on left | 231. Jogs |
| 152. Scout master | 192. Across street | 232. Runs track |
| 153. Den leader | 193. Behind | 233. Basketball |
| 154. Barber | 194. Down street | 234. Plays with kids |
| 155. Beautician | 195. Parents right | 235. Climbs mountains |
| 156. Auctioneer | 196. Parents left | 236. Hang glides |
| 157. Sells siding | 197. Best man | 237. Karate |

- | | | |
|---------------------------------------|--------------------------|--------------------------|
| 238. Drives garbage truck | 248. Railroad conductor | 258. Railroad conductor |
| 239. Chimney sweep | 249. Works at car wash | 259. Works at car wash |
| 240. Orthodontist | 250. Raises chickens | 260. Raises chickens |
| 241. Ditch digger | 251. Works at a car wash | 261. Works at a car wash |
| 242. Dance teacher | 252. Game warden | 262. Game warden |
| 243. Loves seafood | 253. Cab driver | 263. Cab driver |
| 244. Wears contacts | 254. Bus driver | 264. Bus driver |
| 245. Computer repair | 255. Cat lover | 265. Cat lover |
| 246. Computer sales | 256. Dog lover | 266. Dog lover |
| 247. Rings bell for
Salvation Army | 257. Animal trainer | 267. Doll maker |

FREEDOM TEAM APEX TOP 25 SHEET

NAME _____ **“Stack The Deck Process”**

	NAME	ADDRESS	PHONE	H O M E O W N E R S	M A R R I E D	C H I L D R E N	E M P L O Y E D	A G E 25- 45	S. I. L. V. A.	OFFICE USE ONLY POINT (1-5)	S. T. E. A. M.
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	90-100 A LIST	70-80 C LIST	♦♦59-LESS♦♦					TOTAL POINTS			
	80-90 B LIST	60-70 D LIST									

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	90-100 A LIST	70-80 C LIST		♦♦59-LESS♦♦				TOTAL POINTS			
	80-90 B LIST	60-70 D LIST									

1. **If your time is short and you would like to have more information and you have 5 minutes or less, please call the sizzle call 212-990-6138** (Get back with the person that introduce you to the team and system)
2. **If you have about 10 minutes go to www.ytb.com and select company presentation** (Get back with the person that introduce you to the team and system)
3. **If you have about 20 minutes go to www.awinningminset.com and select financial success travel** (Get back with the person that introduce you to the team and system)
4. **If you have about 30 minutes then you can attend a more informational conference call everyday at 12:00pm -12:30pm 616-347-8000, pin 233070#, 1:00pm-1:30pm for a welcome call for new RTA's same number as above** (Get back with the person that introduce you to the team and the system)
5. **If you would like to experience a travel activity and get more information you can attend a travel party put on by one of the Freedom Team Apex leaders** (Get back with the person that introduce you to the team and the system)
6. **If you would like to see a full company overview you can attend one of our business opportunity meetings Monday 6:30pm or Thursday 6:30pm at The Freedom Center or the designated location in your area** (Get back with the person that introduce you to the team and the system)
7. **If you would like to see a Training overview you can attend one of our Super Saturday Opportunity and Training Meetings Saturdays 9:00am – 11:00am at The Freedom Center or the designated location in your area** (Get back with the person that introduce you to the team and the system)

RTA Name: _____

RTA Phone: _____

RTA Voice-Tel: _____

RTA website: _____

Email: _____

WORK SCHEDULE FORM

Name: _____

Date: _____

How many days/evenings per week are you going to work?

- _____ One day/evening per week
- _____ Two days/evenings per week
- _____ Three days/evenings per week
- _____ Four days/evenings per week
- _____ Five or more evenings per week

What will be your workdays?

- _____ Monday – Opportunity Meeting/Training
- _____ Tuesday
- _____ Wednesday
- _____ Thursday
- _____ Friday
- _____ Saturday – Opportunity Meeting/Training
- _____ Sunday

What will be your Travel Party days?

- _____ Monday
- _____ Tuesday
- _____ Wednesday
- _____ Thursday
- _____ Friday
- _____ Saturday
- _____ Sunday

Why do you want to work part-time/full-time?

How much do you want to make?

What are your plans for the part-time/full-time income?

RTA Name _____ Date _____

Power Team Leader _____ Date _____

FREEDOM TEAM APEX FREEDOM SHEET

MONTH

YEAR

I commit to completing my FREEDOM items of:

- _____ RTAs
- _____ Guests at Opportunity Meetings
- _____ *Travel Parties*
- _____ *Vacations Plans*
- _____ Bonuses
- _____ Conference calls
- _____ Check my voice-tel per day

Team Goal: _____

My reward will be: _____

My sacrifice will be: _____

Print

Signature

Date

Witness

Date

CIRCLE OF INFLUENCE

