

Freedom Team Apex



Fast Start

Game Plan Blue Print

THE GREATEST HELPER OR THE HEAVIEST BURDEN

YOUR HABIT

Hi. I am your Habit.

I am your constant companion.
I am your greatest helper or your heaviest burden.
I will push you onward or drag you down to failure.
I am completely at your command.
Half the things you do, you might just as well turn over
to me, and I will be able to do them quickly and correctly.
I am easily managed; you must merely be firm with me.
Show me exactly how you want something done, and after a
few lessons I will do it automatically.
I am the servant of all great men.
And, alas, of all failures, as well.
Those who are great, I have made great.
Those who are failures, I have made failures.
I am not a machine, though I work with all the precision
of a machine. Plus, the intelligence of a man.
You may run me for profit, or run me for ruin; it makes no
difference to me.
Take me, train me, be firm with me and I will put the world
at your feet.
Be easy with me, and I will destroy you.
Who am I?
I am HABIT!

-Author Unknown



YTB's Freedom Team Apex

QUICK START CHECKLIST

COMPLETE CHECKLIST AND RECEIVE CERTIFICATE OF COMPLETION

1. Complete Application Process & Set follow-up 24hrs
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!***

TO BUILD A TEAM

Belief

Action (Practice Drill & Rehearse - P.D.R.)

C.C.M.P. (Clear Concise Mental Picture)

Systems

Pure Mind and Heart

Tracking (checks and balances)

Vision

Pushing-up People (recognition)

Communication

Somebody Winning, It Needs To Be You!

FREEDOM TEAM APEX WINNING SYSTEM

Peak Interest/Excite (emotion then logic)

By the way, travel, have fun and make money (don't overwhelm)

1. Email - Always set date, day and time (ask, back it up, confirm)
2. Sizzle call
3. 3-way call – follow up within 24-48 hours
4. Conference call – Power call
5. One-on-One
6. Hand-off – Success Magazine
7. Training Calls
8. Your YTB Website and Freedom Team Apex Website
9. Opportunity Meeting and Travel Parties
10. Certification
11. Red Carpet Travel Training
12. Convention
13. Repeat Process

FREEDOM TEAM APEX SUCCESS FOR A RTA

1. **Become a RTA NOW!**
2. **Attend weekly meetings/trainings (as many as possible) at the Freedom Center twice a week - Mondays 6:30pm – 8:30pm, Saturdays 9:00am – 11:00am**
3. **Participate in Freedom Team Apex Sunday weekly conference call (see team website)**
4. **Sign-up for voice-tel (see team website) (must be on voice-tel for team communication and to receive team recognition)**
5. **Log into Team Website (www.freedomteamapex.com), scroll down & read the cover page and select following tabs
 - a. **Back Office tab (use basic YTB site)**
 - b. **How to Win Big tab (Travel Party)**
 - c. **1st 24-48 Hours tab (credentials)**
 - d. **How to Invite tab (income)**
 - e. **Recruiting tab (security)**
 - f. **Winning Mindset tab (read everyday)**
 - g. **Flash Update (Team Announcements & Updates)****
6. Log into your back office using instructions on the Back Office tab on Team Website
7. Schedule and attend certification (CRTA) within 7 days/asap in back office
8. Turn in Stack the Deck Top 25 Power List of names to your Power Team Leader within 48 hours for qualification, in order to build your business & earn some income (the list is the gas to make your car run)
9. Set 3 field kitchen table (KT) appointments within 24 hrs, must be qualified, follow-up appointment with prospect within 24-48 hours, if they don't join on the first appointment
10. Set-up Travel Party day/date within 3 days and turn in schedule sheet
11. **Communicate with Power Team Leader & Freedom Team Apex Leader via voice-tel**
12. **Don't try to recruit, bring people to opp meeting and or let Power Team Leader recruit them. Don't destroy your business before you start**
13. **Attend Red Carpet Travel within 14 days and meet CEOs of the company**

- 14. Freedom Team Apex Easy Steps to Success**
 - a. Follow FTA Ten to Win System**
 - b. Get qualified and build first team**
 - c. Get to your Power Team**
 - d. Get your 1st \$1,000 bonus (6 RTA in your Power Team)**
 - e. Get to Coach's Corner (30 RTAs in your Power Team)**
 - f. Get your 1st \$10,000 bonus (100 RTAs in your Power Team)**
 - g. Teach others how to follow the steps**
- 15. Learn basic fundamentals**
- 16. Be coachable, duplicable and transferable**

6-WEEK GAME PLAN FOR NEW RTA'S

Week One

1. Making appointments
2. Mastering presentations and get qualified

Week Two

1. Learn to do carry backs (follow-up) "Success From Home Magazine"
2. Learn to use website, back office and compute rates (booking Engine)
3. Master presentation and become a Power Team Leader
4. Write applications RTA agreement and IMR agreement

Week Three

1. Fine tune and mental preparation
2. learn how to overcome objection

Week Four

1. Teach how to motivate and sell the dream
2. Second interview

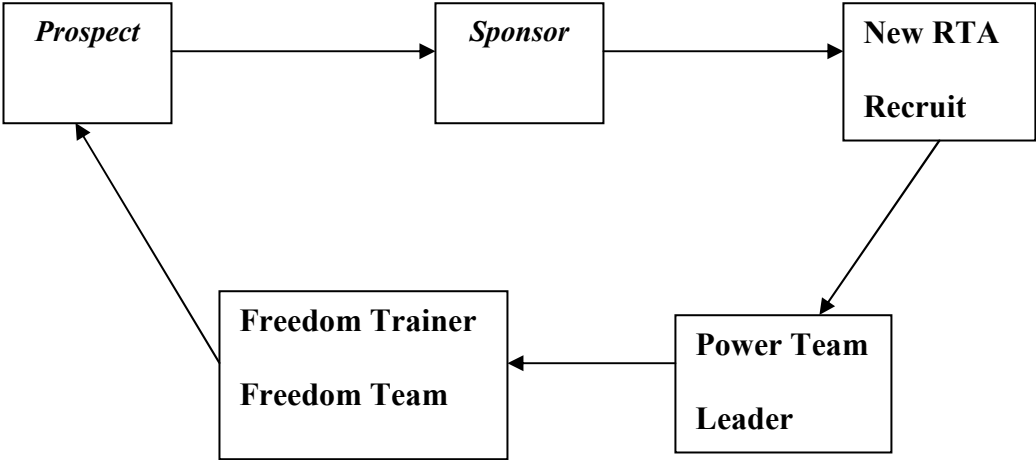
Weeks Five and Six

1. Develop through the field training process

FREEDOM TEAM APEX FLOW OF COMMUNICATION

RTA sponsor new recruit → New recruit becomes a training RTA → Receives field training by a Power Team Leader/Freedom Trainer of Freedom Team Apex Mentor Program → Builds Team 3-6 travel stores within 7 days → Gets qualified, becomes Power Team Leader and gets paid → gains knowledge from PTL/FT-FTAMP → Qualifies for FTA Mentor Program → Repeat freedom trainer process

****All communications should come from your Power Team Leader who is freedom trainer of the Freedom Team Apex Mentor Program.***



Your First 24 Hours as a Referring Travel Agent

How to Capitalize on the Marketing Plan

The biggest reason people fail at any thing is that they never start taking action. The first 90 days in a new business is critical and will usually set the tone for the success most people will have. If they get off to a good start, they increase their chance of success.

Plug into the training provided here, by your sponsor and by your up line team. Continually striving to be the best, is how you become the best. Go for it!

Making a Commitment

Most people that have really made it **BIG** in this industry will tell you that for them it came down to one thing that made the difference between success and failure... This one thing is: **They made a decision and commitment to get it done.**

All it takes for you is one decision. The decision that enough is enough and things are going to start changing for you **TODAY**. You have taken a great step by joining us but there is still more to do. Right now go to your calendar and write on today's date: "Today is the day that I committed to my business and decided no more excuses."

By doing this you are deciding that:

- failure or quitting are not options
- success is the only acceptable result
- the naysayer's and dream stealers will not stand in your way
- you and your family deserve success

**DECIDE TO CHANGE YOUR FUTURE AND
"COMMIT" TO BEING THE BEST AT WHAT YOU DO!**

Viral Marketing or Referral Marketing

Viral Marketing is a marketing technique in which you tell a few people, they get excited about the information and they tell a few, they get excited and tell more and so on and so on. Here is what can happen with Viral Marketing:

Step 1: Make a list of 20 people you know and plug into the system to sign up 3 direct to you. (Week 1)

- Out of those 20 we should be able to recruit at least 3 using the tools. You earn \$150.00
- Those 3 each make a list of 20 (we help them each get 3, All we need is a total of 6 to move into the Power Team)

Step 2: After you reached your first team of 6, then Sign up 1 more direct to you to start your Power Team. All of the calculations below are based on the Power team bonus of \$1000.00 for every 6 reps and the \$50.00 per each rep when they sign up. These figures do not include the **\$10,000 bonus for every 100 reps, the 50% match from your personal enrolled reps and other overrides and residual commissions you will receive.**

- That 1 rep needs to make a list of 20 and we help them get their 3 reps. You earn \$100.00 for that 1 rep. **(Month 1)**
- Those 3 each make a list of 20 (we help the 3 each get 3, that is a total of 9) **You earn \$1450.00 (Month 2)**
- Those 9 each make a list of 20 (we help the 9 each get 3, that is a total of 27) You earn **\$6350.00 (Month 3)**
- Those 27 each make a list of 20 (we help the 27 each get 3, that is a total of 81) You earn **\$17,050.00 (Month 4)**
- Those 81 each make a list of 20 (we help the 81 each get 3, that is a total of 243) You earn **\$53,150.00 (Month 5)**
- Those 243 each make a list of 20 (we help the 243 each get 3, that is a total of 729) You earn **\$157,450.00 (Month 6)**
- Those 729 each make a list of 20 (we help the 729 each get 3, that is a total of 2187) You earn **\$474,350.00 (Month 7)**

We do not guarantee results, this is just an illustration of the power of using the warm market and focusing on getting your 3 and then helping those people get their 3. It is a procedure of Learning, Doing and Teaching. **To Succeed you MUST Make the list of 20 people and plug into the system.** Anyone with a strong desire can do this it is not that difficult to find a total of 4 people and teach them how to tap into the 7 TRILLION Dollar a year Travel industry.

Setting Aside Time

If you have ever had a job, you understand that when your boss wants you at work, you need to be there.

Your business with us is no different, except that you are YOUR OWN boss. Now with this title comes many benefits but also comes a great deal of responsibility. As your own boss it is very important to set aside specific time each week to work your business. Think of it as making your own work schedule. But remember, as an employee it is too easy to say you'll do it tomorrow and that must change. This is YOUR company and you need it done today!

If you set aside 2 hours on Tuesday, 2 hours on Thursday and 3 hours on Saturday, as your time to work your business, then you have to be a strong enough boss to make your employee do what they are supposed to. This time should be spent talking with prospects and other activities that produce results, NOT cleaning your desk off, shuffling papers or other non-productive activities.

You see, your business isn't going to build itself. You need a purposeful effort, the discipline, and the determination to make it happen. Not many people create wealth without making a sacrifice or two and sticking to a game plan.

Set your hours each week around other activities you have for the week. That is certainly an advantage and benefit to being your own boss, you can work the hours you want but remember that you still have to work.

The more you work, the faster your business will grow. The less you work the slower your business will grow.

Getting Help

If you need help, all you have to do is ask:

Your first line of help is your SPONSOR. This is the person that directly brought you into the business. They should be ready, willing and able to help you. After all, it is mutually beneficial for them to help you. It helps you grow into a leader and this will help grow both of your businesses.

Your next line of help is your UPLINE. This is your sponsor's sponsor, sponsor's sponsor's sponsor, etc. Your sponsor should get this information to you as soon as possible after you have joined. You really need this information especially if you need to do a 3 way call or have a question and cannot reach your sponsor. You should have at least 2 other people you can call for help. Make sure your sponsor gets you that information right away.

Another line of help is the COMPANY. This is usually only necessary if you have to call in an order or enrollment, need to approve ad content, or other question that directly relates to the company. Most questions can be answered by the two methods listed above.

Basic Fundamentals

You must have a solid foundation on which to build your business.

Understanding why you are doing something, where you see it going and establishing daily habits that lead you toward your end objective is the only way to achieve what you want in life. **"WHY"** you build your business will be much more important than **"HOW"** you build your business. If your **"WHY"** is big enough, we will show you the **"HOW"** to do it.

Write down and review your "WHY" everyday in order to maintain and grow the passion you brought to your business the moment you decided to become a Distributor. Others will try to steal your dreams or discourage you, the only thing that will save you will be your "WHY." It will keep you focused on moving forward each day to help you move closer to achieving your personal goals and dreams.

"WHY" you are in this business can and should change as you grow. The bigger your "WHY" the bigger your business will become.

Here are a few examples: "I need to build a college education fund for my kids" or "I want to build a new wing on the children's hospital" or "I need to pay off my car". **"I will be debt FREE"** and I want the freedom to do what I want, when I want, how I want. I am done with having limitations on when I can take a vacation and will no longer except living pay check to pay check. You can see the difference in the magnitude of each "WHY." However, there is not one "WHY" that is more important than the other. That is because each "WHY", each goal, each dream is yours, it's personal. Identify "WHY" you are doing the business and make sure it is real to you. Don't create your "WHY" based on someone else's expectations, it is yours.

Take some time to clarify your "Why" and write it down. Do it now, it really is that important. Then, immediately put it where you can see it everyday.

Establishing Daily Routines

Establishing Daily Routines is simply making a plan for what you do each day in building your business. Without stability, there can be no growth. Your daily routines are your stability. Make them fun and stick to them!

- First and foremost, you need to expose your business to new people EVERY DAY! Consistent and persistent action will help you realize your dreams. Make this your first priority. Set up specific time each day to work your business. Set up an hour or two a day or 5 to 10 hours per week. For example, work Tuesday and Thursday for 2 hours and on Saturday for 1 hour. The most important activity is exposure. EXPOSURE IS EVERYTHING!

Expose - This is the step that you use to tell others that you are in business. You want to get their attention so they will take a closer look at your opportunity or booking engine. It might be an online ad, offline ad, flyer, magnetic sign, conference call, and **Travel Party** etc., that directs them to this system.

Action Plan

We have been able to help others, just like you, to achieve their goals. And now it is your turn.

We have laid out an initial action plan to help you get your business started. This is a GUIDE to help you map a strategy for your success in your business. While this Action Plan is by no means mandatory, it is a valuable resource to help you in building your business and in gathering momentum. You will soon be on your way to fulfilling your dreams.

Your first 90 days are critical and usually set the standard for your business success. This is why it is so critical to start taking action IMMEDIATELY.

Step 1 - Make sure you understand the previous information. Make a list of 20 people, give a copy to your sponsor!

Step 2 - Write down your WHY (the reason you want to make money with your own business) and put it where you can see it EVERYDAY.

Step 3 - Establish communications with your sponsor and up line. Call your sponsor to discuss and set forth a plan for building your business, discuss your goals, etc. If your sponsor is new, this may require calling their sponsor (your up line). Work with your sponsor to start contacting people. You need to get your prospecting pipeline full of leads and keep it full. Numbers are the key.

Step 4 - Set some goals. Review this "Setting Goals" section for specific ideas and guidance.

Setting Goals

The First Goal is MAKE a LIST OF 20 People and create a Burning Desire to succeed.

This list should be the first 20 that come to mind, do not prejudice or think they will never want to do anything like this, you never know until they see for themselves. Just remember everyone loves to travel and you are doing them a great service by informing them about this great opportunity.

The Second Goal is to get to your Power Team. To accomplish this you must personally sign up a minimum of 3 reps directly to you. After that you just need 3 more to form a team of 6. You can personally sign up all 6 or you can help your 3 each get one, it doesn't matter how you get the 6 just do it as quick as possible. Once you get your first team of 6 you only need to personally sign up 1 more person to move into your POWER TEAM. Now your business will get EXCITING! You want to really focus on building your power team, this is where the money illustrated on the first page comes into play. You must help everyone in your power team GET THREE and teach them how to help their people. It will still benefit you to help the people in your first team because you make a 50% match on their earnings. It is important to find out who your upline is because your first team is one of your uplines power team. Make contact with that person and make sure they are working with your first team so you can focus on your Power Team.

One Challenge you face with certain goals is you can not control whether someone signs up as a rep or books travel thru your site. It is always a good idea to set different types of goals. I prefer to set great big goals that are very exciting and then break it down into reasonable, measured goals that are achievable. It is great to have a goal "in 6 months I will have 100 people in my power team and receive the \$10,000.00 bonus plus all the other bonuses that equate to \$31,000.00!" However, you must break it down to focus on finding 3 people then a team of 6, then 1 more. Keep it Simple and teach others so you can duplicate your efforts and you will eventually reach your long term goals.

Get Crystal clear on what you want to accomplish, you must have a definiteness of purpose. Set goals like:

I will make my list of 20 people and give a copy of to my sponsor within 24 hrs.

I will load 100 people into my ATM (make sure you know what the ATM is, ask your sponsor if you don't) (Send out travel flier once a week to your database)

I will spend an hour going through my back office to become familiar with all the info available

I will expose my opportunity to 5 people per day or 20 people this week

I will invite 10 people to the weekly meeting.

Set a date when you will have a travel party and how many people you will invite.

These goals are specific, something you can control, something you can measure with a time frame in which to complete them and do not rely on someone else's effort, just yours. Your goals should be a stretch but also attainable. If you don't ever hit your goal, you will quit trying. If it is too easy, you will get bored and your business certainly won't grow as fast as it could. Think of where you want to be, who you want to become, how you want to live a year from now. To get there you must act now and focus on your goals. If you persevere and keep on keeping on, you will eventually accomplish what it is you want.

You should start out with a lower number and work your way up. Make sure you **reward yourself** for every goal accomplished no matter how small or big! Try to continually raise this number until you reach your optimum level. This will drive your business. You will eventually equate a ratio to how many people sign up or order versus how many people you exposed this to. This in turn will tell you how many people you need to expose in order to get the number of people enrolling or booking Travel where you want it.

Just like your WHY, **write your goals out on paper & review them daily**, wherever your focus is, that is the direction you are headed. Setting Goals is very important. Here's why: **If you aim at nothing, guess what you will hit?**

Step 6 - During your first week or two in the business, listen to all the conference calls. This way you know what is available and where to plug your prospect in based on their needs and wants.

Step 7 – Get very familiar with your ytb back office. To access your back office you must go to www.ytb.com and sign in where it says Member Login: **Make sure you know how to use the ATM**, simply add names and emails of people you know who would like to learn about your great Travel deals. The ATM system will automatically send out a Newsletter full of great deals and steals. You have just started a new business so spend some time learning how to get it up and running properly. It will not happen without effort on your part!

Above all else: If you need help, ASK FOR IT.

5 Keys To Success

- **Value Others** - focus on your prospect / customer and what is right for them, not what is right for you.
- **Invest in Yourself** - make a commitment to grow and learn, get better daily. If you have not read the classic book "Think and Grow Rich" by Napoleon Hill and "**Making It Happen – Zero to Hero**" by **Leon Muhammad- The Freedom Coach**, pick it up and read it ASAP! www.freedomforsuccess.com
- **Take Responsibility** - stop blaming others for where you are in life, take the bull by the horns and guide your life in the direction you want to go.
- **Sacrifice** - nothing in life is free, understand you will need to give, to get.
- **Dream BIG and Stay Positive!** Don't let anyone steal your dreams. The only limits we have are the ones we make for ourselves.

5 Ways to Plug In

Your Sponsor - Your sponsor gets paid on your efforts and part of their role is to train and support. You should be in contact with your sponsor regularly. This should be almost daily when you are getting started. They are there to learn from and they gain by helping you. If you need help, ask for it. The Upline Team plays a very important role in the training and support especially if your sponsor is relatively new. Ask them how they grew their business. If you want to make BIG money, sometimes you have to find someone making it and copy what they did.

Travel Party – This is one of the best ways to get a group of people together have fun and blow up your business.

Training/Conference Calls - If you are going to be successful, you need to be constantly learning. These calls are great tools to learn from the company or other leaders in the company. Find out when the next **CRTA event** is and attend it. This event will Certify you and is very important. Ask your Sponsor about it!

Local Events - This is another way to connect and learn from others. If you can get involved with a local group, you can feed off their excitement and work together to build an area, even share costs for renting space for meetings, etc.

Company RED CARPET TOUR and Conferences - Get to see first hand what the Company is all about and how solid the leadership and foundation really is. Nothing can replace a good annual conference. New ideas, techniques, training and tools to help you grow your business to new heights. It also gives you a great opportunity to get around the corporate people, other leaders and other distributors.

5 Beliefs to Make You Unstoppable

These fundamental beliefs are absolutely critical to your success.

1. **Develop a belief in the PRODUCT.**

We are offering people a GREAT PRODUCT! We have our own Online Travel Agency, Travelocity is our partner, We offer the same Cruise Booking Deals as American Express. People are paying close to \$10,000.00 to have their own Franchise and \$700.00 a month **for just Cruises alone** and they are getting the same technology and deals we have. If you were to go out on your own and try to develop everything YTB gives you, you would have to invest MILLIONS! We are among the top three agencies that book Carnival Cruises and will be NUMBER ONE soon! Use the product and "become a product of the product" This allows you to promote from your heart, NOT your head. If you promote from your head, you're a sales person.

2. **Develop a belief in the COMPANY.**

Get around the people who are the company (i.e. top distributors, management team, etc.). Go to corporate functions, listen to conference calls and check out the leaders.

3. **Develop a belief in the INDUSTRY.** (Network marketing) Learn about the industry and why more and more big name companies are using Network Marketing. Discover the amazing advantages of Network Marketing and read about the success of many others who have made this their career.

4. **Develop a belief in OTHERS.**

Believe they can do it and instill it in them. Understand that most people want what you want, a better quality of life than they are currently living. But always remember to value people, NOT money. You can always make more money but relationships are easy to lose and hard to make.

5. **Develop a belief in YOURSELF.**

As a child, didn't we believe we could do anything. Well, guess what, you can. Believe you deserve it and that you're worthy of it and let's go get it done.

Once you have these 5 beliefs, you are unstoppable! Your confidence will show as you approach others about the product and/or the opportunity.

5 Things a New Person Must Do

- **Get Mad / Get Excited** – If you are unsatisfied with life, get mad about where you are and get excited about where you are going. People are more likely to listen because of your enthusiasm than your knowledge.
- **Invest in Your Education / Training** - it is the only investment that pays you FOREVER! The marketplace pays for value. How do you increase your value? By improving your skills. Also, don't be afraid to ask for help. You should always work harder on yourself than anything else, including your career!
- **Need To Go To Work** - fill your pipeline with prospects. Expose at least 5 people per day on average. People will not know you are in business unless you tell them.

- **Never Give Up, Never Give In, Never Ever Quit** - this cannot be an option. You must be 100% committed because this changes your posture. Only if you stick it out and don't quit, can you succeed. You can only grow through trials and tribulations.
- **Tell Your Story** - why you got involved, what really drew your interest, where you see things going, etc. **(Facts Tell, Stories Sell.)**

“If you help enough people get what they want, you can have everything you want.” - Jim Rohn and I know Zig Ziglar says the same thing and these guys know what they are talking about!

Exposure

This is how you are going to interest others in finding out about your product and/or opportunity.

Key Point: The more people you expose your business to the quicker it will build and the quicker you will find leaders that want to do the same. Exposure really is EVERYTHING! It is really important for you to understand that people are not going to just walk up to you and ask if you are in business.

It is also important for you to understand that there are many ways to exposure your business and you can surely find a way or ways that work for you.

I look at it this way, if you were to open a traditional Travel Agency you would have agents working for you right? Well this is no different except your agents have more invested and you capitalize on a true win, win relationship. The great thing is we have no walls on our Travel Agency, since everything is online there are no limits to what we can accomplish. If we had a traditional business we would have major constrictions on how many people we could hire and would have to invest much more money to keep things running.

You want as many reps as possible to work with and for you. Since you never know who will or won't do this it is very important to talk to as many people as possible. **Take Massive Action to get Massive Results.** Anyone with a strong desire can do this. Find out what is working for your upline, work on your 30 second presentation where you let people know briefly what is going on to catch their attention and then let the tools like the sizzle call **212-990-6138 5 minutes**, 405-244-4085, (Spanish 405-244-4089) or conference calls or travel parties or meetings do the work for you. Be EXCITED have fun and just plug people in to the system!

Included are examples of letters or emails you can send out.

Travel Enthusiast Sample Letter

Dear _____:

I don't know that if traveling in style is a top priority to you. Thus, the reason for sending you this critically important message and encouraging you to visit my web site at www.yourwebsite).

It is extremely important that you at least know about the latest way to travel in style at wholesale prices. I am so glad I found out about this and am now able to take 3 or 4 vacations a year for the price of one.

If you find the information as compelling as I did, please call me at (your number). I look forward to providing you with additional information. Please take a look I need your opinion, you are one of the smartest people I know. I will follow up with you within the next 24 hrs.

Sincerely,

Your Name

.

Warm Market Emails

Subject heading: "Look what I found!", "From a friend!", "Need Your Opinion!", "Like to Travel, Need to Save on Taxes, and Make Additional Income!" (pick only 1 subject heading)

Hi (their name), I only have a minute but I wanted to send you a quick email. I'm extremely excited about traveling around the world, having fun, making money and I wanted to share it with you. I've just become aware of an incredible business opportunity. The information is available for a quick overview at my web site listed below. I've looked for the downside but I don't see it. I don't want to bias your opinion by telling you too much about it. Will you checkout my web site and then immediately let me know what you think? (Optional only if you know them) I really need your input and I value your opinion you are one of the smartest people I know. I will follow up with you within the next 24 hrs. Thanks

web site is (click here): [www. Your website](#)

I think I've found something that could pay us a residual income for the rest of our life, but I want your opinion. I've looked for the downside, but I don't see it. I don't want to bias your opinion by telling you anything more about it so will you just check out one website and then let me know if it is something you want to know more about? The website is /(your extension).

I've discovered something I'm really excited about and wanted to see if you would investigate it as a business opportunity. I've found a way to make several thousand dollars a month from home and traveling around the world. Please check out my website at /(your extension) and if it sounds interesting, call me back. I really need your opinion, you are one of the smartest people I know. I will follow up in 24 hrs.

Any of the above the scripts can be used for you to meet your prospect and do a presentation in their home, at lunch or over the internet from your personal web-site or the corporate site. Practice with someone at first until you get comfortable. Record yourself and play it back and keep working on it.

Sending Tapes, Videos, CDs etc.

You can send tapes, CD's, videos, post cards, etc., to your warm market but we recommend using this as a last resort. If they have internet access, the internet should be the primary means to get them information because it is the least expensive and fastest way to get it to them. It is expensive sending these items through the mail so I would make sure the person was interested and made a commitment to go through it as soon as they receive it. This would be a good method for those people that you don't really know personally but you have contact information for -OR- for people that are local (across the street or around the corner).

Here is an example for local warm market:

Buy the way statements "Do you like to travel, have fun and make money?" -or- "Are you a business minded person who keeps your options open?" *What is it?*

I have (a success magazine, audio tape, CD or DVD, etc...) for you to hear (see). I don't even know if you qualify but I'd like to get the information in your hands as soon as possible!

Say, "I need this (magazine, tape, CD or DVD, etc...) back as soon as possible because this thing is really moving!"

Set up a time to pick up the (magazine, CD or DVD, etc...) and write it in your day planner. Do it right in front of them so they know you are serious.

On the scheduled day, go back to pick up the (magazine, CD or DVD, etc...). If they have not listened to it say, "I can let you keep it for one more day if you will listen to it but I have to get it back tomorrow because I need to get it out to someone else."

If you go back to get it and they have not listened to it, take the (tape, CD or video). The only way I would let them listen to it is if they listened to it right then with me.

If they listened to it, ask, on a scale 1-10, 1 being the lowest 10 being the highest what is the your desire to move ahead and here more information? **(Wait For Answer-WFA)**

If they are interested in the business, set an appointment to get them to a presentation.

If they are not interested in the business, ask them, "Do you know any one who might be interested in this incredible opportunity?" **(Always ask for referrals- Team Policy)**

If they are interested in travel, ask them, "Would you be interested in giving me a chance to earn your business?" If they say yes, ask them, "Would you at least compare prices on my site versus others the next time you travel?"

When to Do a 3-way call:

When you are new to the business, three-way calling can help teach you how to invite your prospect to listen to or watch information regarding your business. They are also useful in teaching new people how to follow up properly and very effective in helping answer your prospect's questions AFTER they have seen information about your business and are interested. It can also be used to introduce a new distributor to their upline and show the support that is available to them.

Here is an example to transition someone into a three-way call:

"I am new at this so I'm going to get someone on the line that is one of the top leaders on our team who can answer your questions. Hold on for a second."

"That is a great question; I'm not sure but let me get someone who is one of our top team leaders to answer that for you while we are on the phone. Hold on for a second"

If they are already part of your team, "Hold on, I would like to introduce you to someone that can help you if you can't get in touch with me..."

- To earn more, you must learn more. Listening to audios in the car while commuting is one of the best training tools. Talk to your sponsor about what they recommend. Make a commitment to learning to get better as you build your business. This will have a great deal of influence on how fast your business will grow.
- Talk to your sponsor as necessary. This should be daily when you are starting out.
- If you want to pick up a few extra hours a week, **turn off the TV**. This may not be a problem for you, but the average person, some of the same ones that will tell you they don't have time to build a business, spend a couple of hours a day watching TV.
- **Plan the next days schedule so you always have a game plan for the coming day.**
- Take a moment every day and be grateful for what you have.

Live Conference Calls

The Live Conference Calls are a type of presentation conducted by the company and leaders in the company. The presentations are done over the phone for you, all you have to do is get your prospect the information about when the call is and the call in number (including the PIN). There is a complete schedule on the last page. A great Conference call to plug potential prospects into is **EVERYDAY Monday through Saturday at 12:00 pm CST call 616-347-8000 pin 233070#**. A great welcome orientation call to plug new RTA's into is **EVERYDAY Monday Through Saturday at 1:00 pm CST call 616-347-8000 pin 233070#**.

Make sure you schedule an appointment to follow up after the call. If you have the time and really feel your prospect is qualified, you could call them and 3 way them into the conference call. This ensures they remember and are present but it also allows you to remain on the phone with them after the call. During the time after the call you can answer your prospects questions, find out if they liked what they heard and possibly 3 way them to your sponsor or the company to enroll. If they cannot make it to the live conference calls due to conflicts in their schedule, you will need to use one of the other presentation techniques.

Online Presentation

The Online Presentation is available on your www.ytb.com/yourusername site. The presentation is available to all your prospects that have internet connections and is done for you, all you have to do is get your prospect the link information. Make sure you schedule an appointment to follow up after they have viewed the presentation. **(If possible view presentation with them)** Also, encourage your prospect to write down questions while they are viewing the presentation so when you do call them back, you can answer all their questions and help them get started. You may also need to 3 way them with your sponsor if they have questions you can't answer or to introduce them to your sponsor if they decide to get started.

Two-On-One Presentation

A two-on-one presentation is a presentation that is done with you, your sponsor (upline) and your prospect. This can be done over the phone or by meeting in person (if everyone is local).

To do a two-on-one presentation over the phone or in person, try to arrange a time that will work for everyone involved. At first, your sponsor (upline) will do most of the talking while you are learning. The more you do the more this should transition into you doing the presentation and your sponsor just answering your prospects questions. Eventually, you will become the sponsor (upline) and then be doing presentations with your new members.

The two-on-one presentations can be very powerful and accomplishes a few things. First, your prospect sees that there are other people involved and committed to helping them with their business. They get their questions answered by someone that has been around the business for a while. It might not be your testimonial that gets them, it might be your sponsor's or vice versa. The prospect sees you working together as a team. The two-on-one presentation also provides invaluable training for you as you learn how to conduct your own presentation and handle different questions (objections).

Home Meetings/ Travel Parties!

Plan a day each month to have a meeting and commit to them for at least 3 months. Invite everyone to the "Grand Opening" or "Launch" of your new business. You can even make up personal invitations. Make your prospect feel honored to attend. **Tell them you are limiting it to (whatever number you choose) and you need them to RSVP to make sure you don't over-invite.** You can also invite people by phone. Use the following guidelines when inviting: **Hello** (their name), **this is** (your name) **and I'm calling to invite you** (and your wife/husband) **to my new business Grand Opening Reception this** (day) **evening at** (scheduled time) **at my home --** (your address). **I am limiting this to** (number of people) **people and have arranged a special guest speaker -- so come a few minutes early so you won't miss anything. Do you think you'll be able to make it?** If they ask what it's about, say **It's a surprise and I don't want to ruin the surprise, that is why we are having the reception. If you can't come, I will call you afterwards and fill you in.** (DO NOT get into a discussion of what the business is all about that is the purpose of the Reception.) **If they can come, ask them to bring something** -- like a bag of ice, paper cups, or a bottle of Coke (something simple and inexpensive). This gives them even more of a reason to make sure they come.

If you get an answering machine, use the same message except end it with: **Call me at** (your number) **as soon as you get this message to let me know that you'll be there!**

If the person can not make the day and time, just say **"Darn, I really wanted you to be there. Look, I have quite a few people to get back to...let me call you after the Reception to schedule a time when I can fill you in"**

If you do not hear from some people within 3 days of the event, call them again **"I'm calling to get your RSVP to my Grand Opening Reception this (day) - I need a head count for planning purposes. Oh, and it would be helpful if you could pick up that bag of ice (or a bottle of coke...) on your way over."** If you get the machine again, leave your number for a call back.

Here is information from Ron Head or Melissa Boston. She started out with nothing and is now making more money in a month than most people make a year:

Have a Grand Opening Travel Party !

To expose your friends to the fact that you own a Travel Agency and can show them how to save money on their travel. If you just paid \$30,000.00 to buy a travel agency, how big would your Grand Opening be?

Just because your YTB agency cost a lot less doesn't mean you shouldn't treat it the same !

1. **Set up a** time for your Sponsor or Power Team leader to come to your home to help you host your Grand Opening.
2. **You'll want** to have some vacation music playing & some nice pictures and Hawaiian lei's (you can get these at the Dollar Store - a dozen for \$1 at times) . Have fun and get creative on this part. Get people seeing the vision of what we do.
3. **You can** start calling all your friends, family, relatives, neighbors, co-workers & anyone you "do business with" (ie your mechanic, barber, manicurist, dentist, doctor, accountant, lawyer, etc) and inviting them out to your house on the predetermined date of your Grand Opening Party.

You should make a list of 100 people you are going to invite. After contacting all 100, about 30 will tell you they will be there....most of them will be lying ! Not on purpose, but because "life" will get in the way...their Aunt is in the hospital, their baby is sick, they had to work late, their car broke down, etc. You can count on about 10 of the 30 "confirmed" guests to show up, so if you want 20 guests, you will need about 60 confirmed ! Make sure to call them all again the day BEFORE your Grand Opening to "reconfirm" (so they haven't forgotten about it)

4. **Make sure** you have a T.V. and DVD set up that can be seen by everyone so that the presentation will go well and everyone will get a chance to see the screen and hear the volume.
5. **Make sure** all animals, children & phones are put in their place to not distract from the presentation.
6. **Invite people** over 30 minutes before start time—as most people are usually late.
7. **Tell them** about the free-Mini Vacation that they will receive for just coming to view this.
8. **Tell them to ALWAYS** bring friends with them. This increases your chances of showing this to more people... Remember, that's all this is, just exposures. How many can you expose this week or month.
9. **Make sure** you have 2 or 3 different Travel Party dates set up. Not everyone can make one certain date. Before getting off the phone have them booked into one of the Parties.
10. **Hand out the Travel Survey** and have all your guests fill it out to get their Free gift or Mini Vacation (do this before the DVD, so you can look through them and see their travel habits)

11. **Starting the Presentation**—Ask them, “If time and money were no object, where would you go on a dream vacation?” Share your dream vacation destinations as well, and get the video or presentation started. I TURN OFF THE DVD RIGHT AFTER THE PRICE AND BEFORE THE COMPENSATION !!!
Have Fun!!!
12. Closing the Presentation-----**When you finish , call your PowerTeam leader or “expert” and they will tell your guests: "We find that people usually fit one of four categories when they watch the presentation:**
- 1) They love the vacation and travel perks
 - 2) They want to save money on their taxes
 - 3) They are interested in making some extra income
 - 4) Or, they want all three of these benefits!"

Otherwise you ask them what they liked best about what they saw and heard. Your Sponsor or Upline will try to help you every step of the way. You may receive Flyers to promote the party and Travel Surveys the guests can fill out and receive their FREE getaway.

DVD / Video

The DVD provided with your distributor kit can be used when appropriate. It is not recommended that you send one to anyone and everyone because most people should be able to access information through the internet. But, you could hand it out to people you come across in your daily activities.

Give it to someone and give them a timeframe in which they need to get it back to you. Say, **I'd like to get that to someone else in a couple of days so could you watch it and get it back to me.**

Give them a call in a couple of days and ask them, **Have you had a chance to watch it?**
If they have watched it, ask them, **What did you like most about it?**

If not say, **I can let you keep it for another day if you will promise me you'll watch it.**
If they agree to watch it, let them keep it. If not, get it back and put it in someone else's hands.

CONFERENCE CALL SCHEDULE

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
<i>New Reps</i> <i>Getting Started</i> 7:30 pm CST 641-594-7505 pin 601340#	<i>Corporate</i> <i>Travel Training</i> 9:00 pm CST 641-594-7505 pin 601340#	<i>Ladies Only</i> 11 Noon CST 641-594-7505 pin 601340#	<i>Travel Training</i> 7:30 PM CST 641-595-7505 pin 601340#	Director Call 12:00 pm CST 641-595-7505 pin 601340#	<i>Leadership Call</i> 11 Noon CST 641-595-7505 pin 601340#	
See Freedom Team Apex Schedule Sheet	See Freedom Team Apex Schedule Sheet	See Freedom Team Apex Schedule Sheet	See Freedom Team Apex Schedule Sheet	See Freedom Team Apex Schedule Sheet	See Freedom Team Apex Schedule Sheet	See Freedom Team Apex Schedule Sheet

Pre Recorded Message: Get as many people to listen as possible!

212-990-6138 – 5 min. Sizzle Call. 405-244-4085 – 3 min. Sizzle Call.

Please go over this information daily until it sinks in. You will also receive a Training “ToolBox” Manual from YTB full of great information. Please review that once you get it.

We are excited to work with you and are committed to helping you succeed!

Leon Muhammad “The Freedom Coach”
 “Free Yourself... And Your Dreams Will Follow!”

RECRUITING STATEMENTS: BY THE WAY
(How to Invite to a Meeting)

(Choose 1 or 2 questions below)

- Are you a business-minded person who keeps your options open?
- Do you like to travel, have fun and make money?
- Do you need to make extra money, \$500-\$1,500
- Are you looking for a part-time job or a career change for the right money?
- Would you like to learn how to start and run your own business?

Doing What? It is a business briefing, which shows you how to travel, have fun, make money and get out of debt. **(Key Phrase)** Would you mind being my personal guest? The briefing is Tuesday at 7:00pm., business attire is required and it's by invitation only. I can reserve you a slot, but we have to be on time.

(Closing Statement)

What time is best to pick you up 6:00pm or 6:30pm. Please choose a designated location to meet as close to the office as possible.

What is it? There is a three-step process

1. Attend the business briefing for an overview
2. If interested, a manager will schedule a one-on-one interview
3. If you qualify, then you will begin training

(Closing Statement)

What time is best to pick you up 6 or 6:30pm?

Art of Collecting a Decision

1. Be brief (sense of urgency)
2. Add value (benefits – what’s in it for them)
3. Take away (law of scarcity)
4. Schedule it (confirmation)

How to Invite and Recommend

- Call should be 30 seconds to 1 minute maximum
- You are not calling to do a presentation
- You are a professional introducer and invited
- You are only calling to collect a decision – yes or no only and move on

Phrase That Pays

Rep: If you could earn \$2,000 - \$3,000 a month using the internet, would you like to know? (Be quiet, wait for answer, pause) (WFA)

Prospect: What is it about? How does it work? What are you into now?

Rep Response: I don’t know, but what I do know is this. There is a **lady/gentleman** (use only 1) that is one of the smartest, talented and excited people I know who is helping people to earn \$2,000 - \$3,000 a month, plus I’m new. I would like for you to get the full benefit and help me out. Will you attend this **briefing/conference call/webinar/dinner/pot luck/ etc...** (use only 1). I only have room for 3 people with more people to call.

(WFA)

Rep Response: Give details for call/webinar/dinner/pot luck/etc...that you are inviting them to.

Prospect: Exactly what is this?

Rep Response: Call me back later, I have to go. (hang up now)

SETTING HOT APPOINTMENTS
(People You Know, KT- {kitchen table in a home})

- Your success is depending on you following the system and staying coachable (Don't try to reinvent the wheel)
- To answer any questions, refer back to "Closing Statement"
- Stick to the script
- Must have the numbers working for you - your goal is 3-4 Kitchen Table (KT) interviews per evening and always overbook (i.e. 6:00p/6:30p, 7:00p/7:30p, 8:00p/8:30p, etc.)
- Set KT's 1 hr to 1 ½ hrs apart
- No one legged KT's (must have both people, husband and wife present)
- No group presentation unless it is in a controlled environment (i.e. Church, YMCA, Job, etc.)
- When setting appointments always use the "ish" (i.e. sevenish, about or between – 8:00 or 8:15, 7:00 and 8:00)
- Don't schedule an appointment over a weekend or 7 days (they will forget!)

May I speak with _____, (recruit)

How are you doing _____, wait for answer (WFA)

I'm calling to ask you to do me a favor _____ (WFA)

I am in a leadership/management training program and I have to see 10 presentations done and all I need to do is schedule 3 more, it takes about 20-30 minutes

(Closing statement)

Would Wednesday at 6:00p be good or would 6:30p be better (WFA)

(What is it?) It's about working part-time traveling, having fun, making money and getting out of debt. I'm in training and my trainer will go over the information with you when we get there

(Power Statement) You will help me, because if you ask me I would help you (WFA)

Thanks for helping me out, I need to set a few more appointments and don't forget to write down the date. I will be bringing my manager with me so please make sure you're both there. My credibility with my field trainer is important. Thanks again for your help, I really appreciate it!

(To Confirm)

I will see you on _____ (day) at _____ (time)

I will call you later/okay? (hang-up!!)

REFERRAL SETTING APPOINTMENTS

A) Credibility

B) Curiosity

C) Educational

D) Personality

1. Call referrals within 12-24 hours
2. Always use referrals name during presentation (min 4 times or more)
3. Be excited and enthusiastic
4. Set appointment and move on
5. Stand up and make appointments

May I speak with _____ (WFA)

How are you doing _____ (WFA)

Are you busy (optional) _____ (WFA)

I'll just take a minute of your time, if I can _____ (WFA)

I met with _____ (ref) on _____ (Day/Date/Week) and _____ (ref) gave your name as a reference and said you are one of the S.T.E.A.M. (Smartest, Talented, Excited or Enthusiastic, Ambitious, Money Motivated) people she/he knows. (WFA). I went over some educational information with _____ (ref) on tips on ways to travel, have fun, make money, save money, get out of debt and receive a better value on taxes. _____ (Ref) said that the information was good. He/She wanted you to hear the information and that you were one of the S.T.E.A.M. people she/he knows. (WFA)

SET APPT. I need to know what time today or tomorrow I can stop by and go over the presentation with your family.

How about _____ (day) at _____ (time) or will _____ (day) at _____ (time) be better?

Presentation takes only about 20-30 minutes (optional) (SET APPT)

It does not cost anything for me to go over the information (optional) (SET APPT)

I can drop off some information and explain it so you can look it over (optional) (SET APPT)

Address _____

Phone _____

Could you please make sure that your husband/wife will be home.

Thank you, I will see you on _____ (day) at _____ (time) (hang up)

CHARACTER REFERENCE SCRIPT

Hi, _____. This is _____. You don't know me, but I'm calling regarding _____.

Do you know _____ ? Great! _____ is in the hiring process with our company and he listed you as a character reference. I'd like to ask you just a couple of quick questions, if you don't mind. WFA

How long have you known _____?

What can you tell me about his people skills?

We're in the travel industry and we plan on advancing _____ large sums of money. Do you feel that he/she is someone who is honest and has a high degree of integrity?

If you had your own business, why would you hire him/her?

That's great! Thank you so much for your help, _____.

By the way, if we decide to hire _____, he'll need to go through training with us. He'll need to learn how to give group presentations as well as individual ones. If we do hire him, would you be willing to help him with some practice presentations during his training? WFA

Great! Thanks for your time. Good-bye!

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.
1											
2											
3											
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23											
24											
25											
	90-100 A LIST	70-80 C LIST	♦♦59-LESS♦♦					TOTAL POINTS			
	80-90 B LIST	60-70 D LIST									

FREEDOM TEAM APEX TOP 25 SHEET

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

	NAME	ADDRESS	PHONE	H O M E O W N E R S	S I N G L E	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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25											
	90-100 A LIST	70-80 C LIST	♦♦59-LESS♦♦					TOTAL POINTS			
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FREEDOM TEAM APEX TOP 25 SHEET

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

THE FOLLOWING EXAMPLE HAS BEEN USED BY MANY SUCCESSFUL RTA'S TO HELP THEM ORGANIZE THEIR TIME.

TIME ORGANIZER

Name: _____ Week of: _____

First Time Appointments Opportunity Meetings Travel Parties RTA's \$\$\$ Recruits (IMR) & follow-ups

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
6:00AM							
7:00AM							
8:00AM							
9:00AM							
10:00AM							
11:00AM							
NOON							
1:00PM							
2:00PM							
3:00PM							
4:00PM							
5:00PM							
6:00PM							
7:00PM							
8:00PM							
9:00PM							
10:00PM							
11:00PM							
MIDNIGHT							

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

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
- _____ Tuesday
- _____ Wednesday
- _____ Thursday
- _____ Friday
- _____ Saturday
- _____ 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

Weekly Presentations & Training Calls

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday & Training
Training Conference Call 9am - 11am Freedom Center 837 East 162 nd Street - Suite 8 South Holland, IL	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests
*(TBA) Business Opportunity Conference Call 6:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	Business Opportunity Meeting 6:30 - 8:30pm Freedom Center 837 East 162 nd Street - Suite 8 South Holland, IL	*(TBA) Breakfast Club 9am - 10am *(TBA) Power Brunch 12:30 - 1:30pm (Location TBD)	Training Conference Call 9pm - 10pm 616-347-8000 Access Code 707436# RTAs/Reps Only	** Business Opportunity Meeting 6:30 - 8:30 pm Freedom Center 837 East 162 nd Street - Suite 8 South Holland, IL	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	Training Conference Call 9am - 10am 616-347-8000 Access Code 233070# RTAs/Reps Only
*(TBA) Business Opportunity Conference Call 6:30pm - 8:00pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	Business Opportunity Conference Call 6:30pm - 8:00pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	*(TBA) Business Opportunity Conference Call 6:30pm - 8:00pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	** Business Opportunity Conference Call 6:30pm - 8:00pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	** Business Opportunity Conference Call 6:30pm - 8:00pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests	*(TBA) Business Opportunity Conference Call 12pm - 12:30pm Welcome Call New RTA's 1pm - 1:30pm 616-347-8000 Access Code 233070# RTAs/Reps/Guests

*TBA = To Be Arranged

**Effective January 3, 2008

Note: All times listed in Central Standard Time

FREEDOM TEAM APEX FACTORY FOR DIRECTOR TRAINING SCHEDULE

	THEME	ORIENTATION	FUNDAMENTALS	TOPIC	WEBSITE
WEEK 1 Saturday 9-11am	To Be Determined	Success DVD Plus Ultimate Travel Party (18 min.) Coach's Corner (54 min.) 6 Pts YTB Travel Party (23 min.)	Website: 1 st 24-48 Hours Tab, 6-Week Game Plan Tab and Flow of Communication and Training, Strive for Five	Prospecting/Recruiting	How to Invite Tab
WEEK 2 Saturday 9-11am	To Be Determined	Success DVD Plus Ultimate Travel Party (18 min.) Coach's Corner (54 min.) 6 Pts YTB Travel Party (23 min.)	Website: 1 st 24-48 Hours Tab, 6-Week Game Plan Tab and Flow of Communication and Training, Strive for Five	Ammunition for the Mission	Winning Mindset Tab and Benefits of Joining YTB Tab
WEEK 3 Saturday 9-11am	To Be Determined	Success DVD Plus Ultimate Travel Party (18 min.) Coach's Corner (54 min.) 6 Pts YTB Travel Party (23 min.)	Website: 1 st 24-48 Hours Tab, 6-Week Game Plan Tab and Flow of Communication and Training, Strive for Five	Winning Big in YTB	How to Win Big Tab and Compensation (YTB Home Page)
WEEK 4 Saturday 9-11am	To Be Determined	Success DVD Plus Ultimate Travel Party (18 min.) Coach's Corner (54 min.) 6 Pts YTB Travel Party (23 min.)	Website: 1 st 24-48 Hours Tab, 6-Week Game Plan Tab and Flow of Communication and Training, Strive for Five	Promoting Big Events/How to Book Travel	How to do a Meeting Tab and Closing Presentation Tab
WEEK 5 Saturday 9-11am	To Be Determined	Success DVD Plus Ultimate Travel Party (18 min.) Coach's Corner (54 min.) 6 Pts YTB Travel Party (23 min.)	Website: 1 st 24-48 Hours Tab, 6-Week Game Plan Tab and Flow of Communication and Training, Strive for Five	Open	Open to select Tab

*Sell the dream at every meeting (vision and mission of company and team. Show compensation, promote website team, voice-tel and back office.

FREEDOM TEAM APEX

60 DAY PERSONAL ACTIVITY LOG

Become a Weekly Goal Setter and a Weekly Goal Hitter!

WEEK OF	#Presentations	#Home Parties	#Group Presentations	#One/One	#Tape Drop Conf. Call	#Quick Starts	# of Referrals	# of Prospects	#Recruits
Goal									
Actual									
Goal									
Actual									
Goal									
Actual									
Goal									
Actual									
Goal									
Actual									
Goal									
Actual									

WEEK OF	#Presentations	#Home Parties	#Group Presentations	#One/One	#Tape Drop Conf. Call	#Quick Starts	# of Referrals	# of Prospects	#Recruits
Goal									
Actual									
Goal									
Actual									
Goal									
Actual									
GOAL HITTER									

MANAGE ACTIVITY not RECRUITS (Recruits are a result of increased Activity. This chart is to be used as a weekly and monthly activity chart to monitor activity – Date chart accordingly.)

CIRCLE OF INFLUENCE

