

# **NEWAYS - GETTING STARTED**

**1. Enroll with your first Direct Ship order. Consider Manager or Supervisor leadership position.**

**Remain at the 150 Direct Ship level to qualify for the maximum pay out in the Multiplex and Affinity bonus check.**

**2. Procure your marketing tools: website, newspapers, brochures, catalogs, ebook, DVD's, etc.**

**3. [www.neways.com/usa](http://www.neways.com/usa) login with your ID# and Password. Subscribe for weekly emails and become familiar with back office. Review Endeavor Training.**

**4. Be your own best customer. Use all of the Neways products. Convert your home to Neways.**

**5. Set up a separate checking account and use a good contact manager system.**

**6. Check the Direct Ship date for your state and customize your order for next month.**

**7. Attend all conference calls, local meetings and conventions**

**8. Know Your WHY - Set Goals - THINK BIG.**

**9. Prospect, Present, Follow Up, Enroll and Train new distributors**

# Achievement Rank Levels

1. Become Executive - maximize group development bonus
2. 12 100+ DS legs - maximize multiplex bonuses
3. Senior Executive - additional 3% bonus plus car allowance
4. Diamond Ambassador - maximize leadership bonuses

**Treat this like the BIG BUSINESS that it is by being *persistent and consistent* for 12 months and you will be rewarded accordingly.**

# SIX STEP RECRUITING PROCESS

1. Create a database of prospects from any and all sources.
2. Call each person in the database, and ask a version of the 2 questions on next slide.
3. Direct any interested prospects to your sales tools – audio tape, cd, dvd, voice message, website, brochure, meeting, whatever.
4. Contact interested prospects a couple of days later to learn if they are still interested. If so, arrange for a three-way call between you, your prospect, and your upline partner.
5. After the three-way, ask if your prospect is ready to sign-up as a distributor.
6. Train your new distributor to follow this system and approach.

Prospect - expose

Present

Follow up - validation

Enroll

Train and Duplicate

# APPROACHING YOUR DATABASE

The best approach to selling is straightforward. Also, make sure you keep the approach very brief. Then, whether you're talking to a complete stranger or a family or friend, and you get past the usual niceties get the answer to one of these two things:

1. Will they buy your product and/or
2. Will they consider looking at your opportunity.

Everything else is just fluff.

After breaking the ice, ask people one or both of these two simple questions:

1. If I had a product that could make your life much better and you could afford it, would you buy it from me?"
2. "If you knew for sure that it was possible to earn \$30,000 a month legally and retire in two years, would that be a business you would at least want to know about?"