

First Things First

Step 1: Getting A New IBO Started

Name of New IBO: _____ New IBO #: _____

Date Started: _____

Name of Sponsor: _____ Sponsor IBO #: _____

Sponsor Phone #: _____ Sponsor Kate #: _____

Sponsor E-mail: _____

Upline Platinum: _____ Platinum IBO #: _____

Platinum Phone #: _____ Platinum Kate #: _____

- ☐ After reviewing the SA-4400, register online at www.quixtar.com or by phone at 1-800-253-6500 and get an IBO # for your new business partner. If the registration is called in, make sure the paperwork (signed application and BSMAA forms) are sent (see below) or faxed (616-787-7550) to the corporation within **30 days** of registration or the new IBO will be deleted.

Quixtar Customer Service
P.O. Box 430
Grand Rapids, MI 49501-0430

- ☐ When registering the new IBO, order the XS Energy bundle.

BWW Starter Pack

- Go to Quixtar.com and sign up new IBO for MCI/WorldCom (Partner Store) or call MCI at 1-877-462-4669 and switch the new IBO to MCI long distance service (check availability for MCI Neighborhood for additional rates and High Speed Internet options). They will receive 100PV/BV and an additional 3% PV and 6% BV based on their long distance usage. PV will typically post on the new IBO's virtual office on the next business month, but allow up to 8 weeks.

Go to www.bww.com

- Provide new IBO with user name and password
- Explain the benefits of CommuniKate and sign new IBO up for their 800 # Kate account. (@ BWW.com or 1-866-333-3281)
- Explain the benefits of IBO Business Website and give brief tour of your or your upline's IBO Business Site.
- Explain current promotions, upcoming events, and new tools
- Show new IBO their Diamond Line of Sponsorship under People/Profiles of Success.

Go to www.markiewicz-intl.com

- Register new IBO for access to Markiewicz Site.
 - Explain the *Featured Product* Tab – used to educate IBO of new products.
 - Explain the *E-Comm Seminar* tab – shows the ease of distance groups using Britt System.
 - Explain *Function Info* tab – keep up to date with current Function information.
 - Explain *Reference Docs* tab – information about products, tools, books, business ideas.
 - Explain *Special Promo* tab – educates IBO of special promotions.
 - Download Adobe Reader for free (www.adobe.com) in order to view .pdf documents.
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- Inform the new IBO that they will be receiving a number of e-mails over the next week from other IBO's welcoming them to the team. Now they will, in turn, send emails to welcome downline and crossline growth. This creates unity.
 - Inform the new IBO that a fee is charged to attend the weekly open meetings. (check with your upline for amount)

Step 2: Expanding Your Business

- ◆ What would you change in your life (lives) if you had an extra \$2,000/month?
- ◆ What would you change in your life (lives) if you were debt free?
- ◆ What would you change in your life (lives) if you had an extra six-figure income from your business?
- ◆ Can your current career provide them in the next 2-5 years? 10 years?
- ◆ What are your top 5 dreams you want to accomplish in your life:

1. _____
2. _____
3. _____
4. _____
5. _____

- Draw out a game plan by showing the new IBO, *structurally*, what it will take to accomplish their Dreams and Goals.

\$150 - \$250 Profit

1000 PV

Sponsor 3-4 Personally

Total of 10-15 in group

Total of 5 STO and BOM

1 leg 2-3 deep

\$400 - \$500 Profit

2500 PV

Sponsor 5-6 Personally

Total of 20-25 in group

Total of 12+ STO and BOM

1 leg 4-5 deep

\$800 - \$1,000 Profit

4000 PV

Sponsor 7-8 Personally

Total of 30-45 in group

Total of 20+ STO and BOM

1 leg 6-8 deep

\$1,300 - \$1,500 Profit

6000 PV

Sponsor 9-10 Personally

Total of 50-60 in group

Total of 30+ STO and BOM

1 leg 9-10 deep

\$2,000 - \$3,000 Profit

7500 PV

Sponsor 12-15 Personally

Total of 75-125 in group

Total of 40+ STO and BOM

1 leg 12-15 deep

- Explain the A – B – C lists and that the fastest growth comes from the A list:
 - ◆ A List – Close Friends & Family Established Relationships w/trust = Fastest Growth
 - ◆ B List – Acquaintances Established Relationships = Medium Growth
 - ◆ C List – Strangers No Current Relationship = Slowest Growth
- Go through the Building Your List exercise.
- Suggest that the new IBO keep a small notepad to jot down additional names over the next couple of weeks as they recall more people after the exercise.
- Explain to the new IBO how to invite people and how to make a phone call. Draft a potential script if needed.
- Explain the 4 Habits of success and 4 Basics of the sponsoring process below:

4 Habits

Habit # 1: Listen & Learn

Utilize the Britt Worldwide support team to assist you in building a profitable business with the aid of educational business tools.

Habit # 2: Associate

Why re-invent the wheel? Learn to spend time with successful business owners to learn what they did to achieve

Habit # 3: Work

The business plan is simple in concept, yet requires work. The successful IBO develops a consistent and persistent daily work ethic.

Habit # 4: Change Buying Habits

Often times, the most obvious yet overlooked activity. Why continue to support competition with your money? You are in business for yourself! Buy from your business!

4 Basics

List of Names

A – B – C List

Contacting & Inviting

Meet/ Call/ Book Appointments

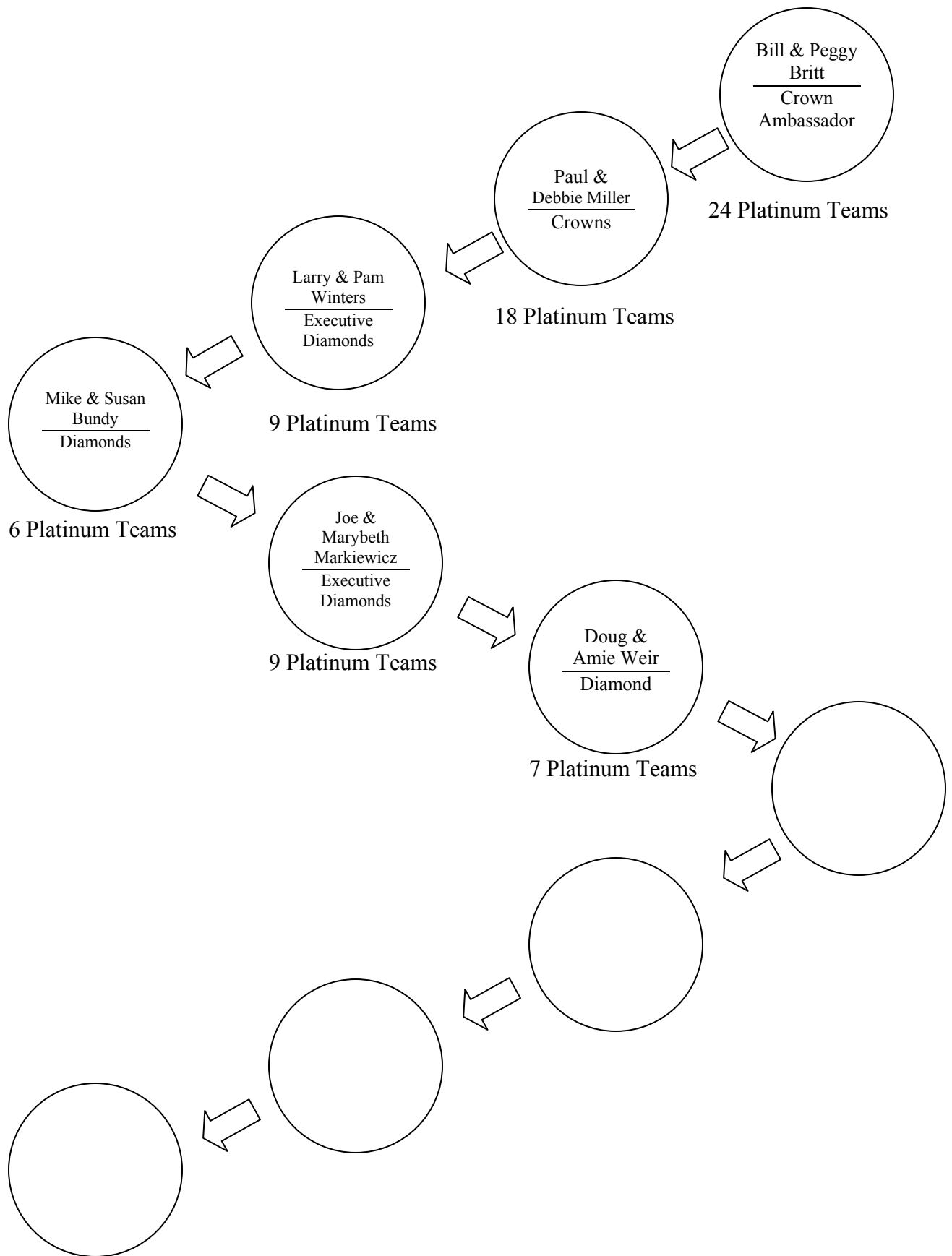
Showing the Plan

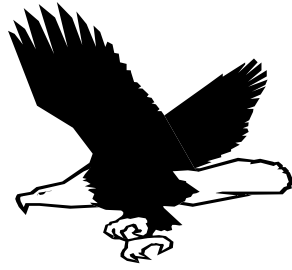
1 on 1/ Home Plan/ Open Meeting

Follow Up/ Getting Started

Answer Questions/ Register IBO/
Book Meetings

Your B.W.W. Team Coaches





Eagle

As a Foundation for Success

- Cover the Eagle Brochure (EGB) and explain the qualifications for Eagle on the Britt Team.
- Eagle Summary:
 - ◆ 12+ IBO's Personally Sponsored on LOS
 - ◆ 10+ IBO's in group on Standing Tape Order & Book of Month program
 - ◆ 6+ Legs receiving PV checks monthly
 - ◆ 4+ Legs on Standing Tape Order & Book of Month program
 - ◆ 3+ Legs consistently attending Functions

9 Team Player Steps - (Part of the *Eagle* Program – see *EAGLE* brochure)

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|----------------------|--|
| 1. Show the Plan | 3-5 Times a week minimum (Accessing A&B lists with QI's/ 1 on 1's/ Home plans/ Open Meetings) |
| 2. 100% Personal Use | Change buying habits to ordering products and using services from your own business. 150PV for singles and 300PV for couples (Includes Client and Member volume) |
| 3. Clients & Members | Develop a Client and Member volume base of 50+ PV per month to increase your profits (Explain 50 PV Client – Member rule with Downline) |
| 4. Reading | Read a minimum of 15 minutes every day in a PMA (Positive Mental Attitude) book. Check with your upline on which book should be read next. Be an active participant in <i>Book of the Month</i> (BOM) program. |

5. Listening Listen to one Britt tape or CD every day and be on the weekly *Standing Tape Order* (STO) program.
- Give Starter Tapes/CDs and books recommended by Doug Weir.
(First Bundle)
 - Explain the process of ordering tools through upline platinum.
 - Explain the importance of developing a personal library for continued growth and development.
 - Explain Investment v. Cost.
6. Association Attend ALL meetings. (Give new IBO a Britt Calendar with key dates filled in)
- ◆ Open Meeting: A weekly meeting designed for prospects to hear a successful IBO present the marketing plan. Attending these meetings will teach you how to show the plan yourself. It is also a great place to meet and support the team. Be sure to introduce new IBO's to upline and crossline. There is a cover charge for the evening for each individual IBO; check upline for the amount.
 - ◆ Training & Attitude session: A weekly session after the Open Meeting, for IBO's only, designed to promote upcoming events, recognize achievement, teach on pertinent topics, and provide motivation.
 - ◆ Seminar/ Rally: An Emerald or Diamond sharing success principles; held locally every 90 days.
 - ◆ Major Business Conference: See the Big Picture of the business and associate with Diamonds and IBO's going Diamond. Without these functions it will be nearly impossible for someone to succeed. (Explain importance of spouse participation)
7. Accountability: Be a person of your word; let your "Yes" be yes; respect your upline's time and schedule; let your checks be good and be punctual with your schedule.
8. Teachability: Counsel, game plan, and communicate regularly with your growing upline.
9. CommuniKate: Improving organizational communications with the unified communication system called "CommuniKate". This virtual personal assistant enables you to receive voice mail & phone calls, manage your faxes and reply to e-mail over the phone with an 800 number and/or internet access.

Tools

“When the only tool you own is a hammer, every problem begins to resemble a nail.” – Abraham Moslow

- Explain the importance of investing in their business with tools, supporting organizational growth and personal growth.
- Give the new IBO Weir Bundle #1 and at least the first two books on the Suggested Reading List. Advise your new IBO to keep track of their progress by checking off their completed tasks.

Bundle #1 – (\$52.50)

BWW1/ BWW1CD	Rocky Covington Rally	<input type="checkbox"/>	<input type="checkbox"/>
JM26	Winters – IBO v. Job Mentality (Double)	<input type="checkbox"/>	<input type="checkbox"/>
WW22/WW22CD	Kosage – Diamond Rally	<input type="checkbox"/>	<input type="checkbox"/>
PM126	Winters – Quixtar Success Story	<input type="checkbox"/>	<input type="checkbox"/>
BPB222	Weir – New Diamonds	<input type="checkbox"/>	<input type="checkbox"/>
JM28/JM28CD	Weir – Wednesday to Monday	<input type="checkbox"/>	<input type="checkbox"/>

Bundle #2 – (\$52.50T / \$53.50CD)

JM47/JM47CD	Markiewicz – First Year (Double)	<input type="checkbox"/>	<input type="checkbox"/>
JM45/JM45CD	Weir – PV & Ditto	<input type="checkbox"/>	<input type="checkbox"/>
JM46/JM46CD	Fratarchangeli – I Sponsored Steve	<input type="checkbox"/>	<input type="checkbox"/>
JM43/JM43CD	Leininger/Weir – Plan B	<input type="checkbox"/>	<input type="checkbox"/>
BWW40/BWW40CD	Sevrern – Come Alive? (Double)	<input type="checkbox"/>	<input type="checkbox"/>

Bundle #3 – (\$52.50)

DIA90/DIA90CD	Mainor – Oh Harry	<input type="checkbox"/>	<input type="checkbox"/>
BWW111/BWW111CD	Duncan – XS	<input type="checkbox"/>	<input type="checkbox"/>
BWW113/BWW113CD	Wead – Value of Freedom	<input type="checkbox"/>	<input type="checkbox"/>
WW58/WW58CD	Danzik – Rally	<input type="checkbox"/>	<input type="checkbox"/>
PM137	Snipes – BWW System	<input type="checkbox"/>	<input type="checkbox"/>
BWW13/BWW13CD	Ajmani – Rocks or Eggs	<input type="checkbox"/>	<input type="checkbox"/>
JM24	Markiewicz – IBO Basics	<input type="checkbox"/>	<input type="checkbox"/>

Bundle #4 – (\$52.50)

BWW162/BWW162CD	Weir/Baker – Secrets to Platinum	<input type="checkbox"/>	<input type="checkbox"/>
BPB247/BPB247CD	Shivaram – Dancing Monkeys	<input type="checkbox"/>	<input type="checkbox"/>
BWW88/BWW88CD	Severn – Width, Depth, Momentum	<input type="checkbox"/>	<input type="checkbox"/>
BWW118/BWW118CD	Hawkins – Fast Forward	<input type="checkbox"/>	<input type="checkbox"/>
LPW105/LPW105CD	Baker – Invest in Your Future	<input type="checkbox"/>	<input type="checkbox"/>
BWW117/BWW117CD	Crowe – Two Windows	<input type="checkbox"/>	<input type="checkbox"/>
V168/V168CD	Britt – 6-6-8-6-6	<input type="checkbox"/>	<input type="checkbox"/>

Suggested Reading List

(Entire Book Bundle for Yourself - \$205.24)

1. Read and Grow Rich – EB184 (\$11.95)	<input type="checkbox"/>	<input type="checkbox"/>
2. Quixtar Price is Right – N123 (\$11.95)	(Included in Starter Pack) <input type="checkbox"/>	<input type="checkbox"/>
3. Skill with People – EB393 (\$3.00)	<input type="checkbox"/>	<input type="checkbox"/>
4. Magic of Thinking Big – EB3 (\$13.00)	<input type="checkbox"/>	<input type="checkbox"/>
5. Greatest Miracle in the World – EB63 (\$7.00)	<input type="checkbox"/>	<input type="checkbox"/>
6. Personality Plus – EB369 (\$12.99)	<input type="checkbox"/>	<input type="checkbox"/>
7. Acres of Diamonds – EB101 (\$4.99)	<input type="checkbox"/>	<input type="checkbox"/>
8. See You at the Top – EB21 (\$25.00)	<input type="checkbox"/>	<input type="checkbox"/>
9. How to Win Friends and Influence People – EB4 (\$7.99)	<input type="checkbox"/>	<input type="checkbox"/>
10. Go Getter – EB66 (\$15.00)	<input type="checkbox"/>	<input type="checkbox"/>
11. The Choice – EB494 (7.99)	<input type="checkbox"/>	<input type="checkbox"/>
12. How I Raised Myself from Failure to Success – EB41 (\$12.00)	<input type="checkbox"/>	<input type="checkbox"/>
13. Think and Grow Rich – EB1 (\$7.50)	<input type="checkbox"/>	<input type="checkbox"/>
14. Success: The Glenn Bland Method – EB2 (\$5.99)	<input type="checkbox"/>	<input type="checkbox"/>
15. The Friendship Factor – EB8 (\$6.99)	<input type="checkbox"/>	<input type="checkbox"/>
16. The Five Love Languages – EB45 (\$12.99)	<input type="checkbox"/>	<input type="checkbox"/>
17. Talk to Yourself – EB104 (\$6.99)	<input type="checkbox"/>	<input type="checkbox"/>
18. Rich Dad/ Poor Dad – EB592 (\$16.95)	<input type="checkbox"/>	<input type="checkbox"/>
19. Master Key to Riches – EB181 (\$6.99)	<input type="checkbox"/>	<input type="checkbox"/>
20. Bringing Out the Best in People – EB278 (\$6.99)	<input type="checkbox"/>	<input type="checkbox"/>

Step 3: Creating Volume

Go to www.quixtar.com:

- ☐ Give new IBO a tour of website
 - ☐ Do assessments under “Home, Health, and Self”
 - ☐ Place their first product order with them
 - ☐ Explain how to place orders and introduce the idea of Ditto Delivery
 - ☐ Explain the advantages of the Virtual Office
 - ☐ Show them how to track their personal PV/BV
 - ☐ Line of Sponsorship
 - ☐ Customer Service
 - ☐ Explain Priority Buying: (refer to *Everyone Can Do 300 PV* or *How Real is 300 PV* from the Markiewicz International Web Site)
 - If money is tight and budgeting is vital, use priority buying to support your finances and your business simultaneously
 - | | | |
|-----------------------|------------------|-------------------------------|
| ◆ Quixtar Exclusives: | Choices Catalog | Varies, but @ 1PV = \$2.50+ |
| ◆ Store for More: | Seasonal Catalog | Varies, but @ 1PV = \$4-\$7+ |
| ◆ Partner Stores: | 100+ Retailers | Varies, but @ 1PV = \$5-\$15+ |
 - ☐ Help the new IBO place their first order to complete their personal use goal for the current month.
 - ☐ Schedule a time to sit down and set up a Ditto Delivery Profile for the first of the next month.
- Date: _____
- ☐ Explain why doing 100 PV (100% Personal Use) is important to their business by explaining how you do your volume – Doing this along with merchandising products makes the plan work, establishes credibility, and allows dreams to be achieved sooner.
 - ☐ Give new IBO a tour of your house or your Traveling Choices to show them all of the products you buy from your own business. Give personal testimonies and explain the products throughout the tour. (Give good reasons to be 100% personal use)
 - ☐ Schedule an Artistry Clinic (if applicable) to tech the new IBO about the quality cosmetic and skin care line available through Quixtar.

Date: _____