

### The Exposure Process

People Need Information and Validation.  
The System Presents The Information 24/7.

### 2<sup>nd</sup> Base - Validation

Help Them Get Started on Your Personal Website  
\* Retail Customers or Wholesale ISR's  
\* Follow Up and Guide Them To 3<sup>rd</sup> Base

### The Baseball Tracking System

Keep Track of Everyone You Invite.  
Allow The System To Help You Get Results.

### 3<sup>rd</sup> Base - Participation

Promote and Attend Events  
@ [www.JourneyToSuccessTeam.com](http://www.JourneyToSuccessTeam.com)  
\* Webinars, Conference Calls and LIVE Events  
\* Follow Up and Guide Them To Home Plate

### 1<sup>st</sup> Base – Introduction

Invite Them To Watch a Video  
@ Your Personal Marketing Links  
\* Follow Up and Guide Them To 2<sup>nd</sup> Base

Journey To Success Team  
Baseball Tracking System

The Baseball Challenge  
\* Invite 90 People

### Batter Up

\* Invite The People You Know, Love and Care About, Before Someone Else Does  
\* If They Are Not Interested In Looking, Move-On To The Next Person  
\* Come Back To Them Later and Share Your Life Changing Testimonies

### Home Plate – Involvement

Help Get Them Started Right  
\* Challenge Them To Play Baseball

### Memory Jogger

*Who Do You Know?  
Invite The People You Know, Love and Care About... Before Someone Else Does!*

#### BUSINESS

Succeeded in Network Marketing  
Didn't Succeed in Network Marketing  
Entrepreneurial Minded  
Insurance Agents / Brokers  
Real Estate Agents / Brokers  
Mortgage Brokers  
Local Business Owners  
Auto Sales  
Money Motivated  
Saved Business Cards  
Sells Avon or Mary Kay  
Who Wants More Money  
Owns Their Own Business  
Belongs To Chamber of Commerce  
Current Boss / Ex Bosses

#### WORK

Co-Workers You Associate With  
Co-Workers You Don't Know  
People Who Are Out of Work  
People Who Are Retired  
Works Part-Time Jobs  
Will Retire Soon  
Works For The Government  
Works Long Hours  
Works Night Shift  
Military  
Retired Military

#### COMMUNITY

Bank Tellers  
Dentists  
Doctors  
Fundraisers  
Grocery Checkers  
Church Members  
Fitness Club  
Pizza Delivery  
Restaurant Servers  
The Mail Person  
UPS Delivery Person  
FED EX Delivery Person  
Travel Agents  
Your Accountant / Barber  
Your Neighbors

#### SCHOOL

College Friends  
Former Teachers  
People In The Alumni  
People with Children In College

#### FRIENDS

Extended Family  
Married Children  
Spouse's Family  
Family Members

#### GENERAL

Baby Boomers  
Buys Bottled Water  
Buys Supplements  
Concerned About Aging  
Ex-Girlfriends or Ex-Boyfriends  
Fast Food Workers  
Has A Lot of Friends  
Health-Conscious People  
Help and Support You  
Into Politics  
Into Technology  
Into Wellness  
Needs Extra Spending Money  
On Your Holiday Card List  
Over Weight People  
People Who Call You  
People You Enjoy Being Around  
People You Met at a Party  
Unhappy at Their Job

#### REFERRALS

Who Do They Know...  
and  
Who Do They Know...  
and  
Who Do They Know...  
and  
Who Do They Know...

### Baseball Instructions

- \* Share Your Excitement with Others
- \* Invite Everyone You Know To Take a Look
- \* Invite Them To Experience Life Changing Benefits

*If Negative - Strike Out and Move on To The Next Person.*

*If Positive - Get Them To 1<sup>st</sup> Base.*

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*After 1<sup>st</sup> Base - Ask Them, Are They Ready To Try pHix?*

*If Negative - Strike Out and Move on To The Next Person.*

*If Positive - Move Them To 2<sup>nd</sup> Base.*

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*After 2<sup>nd</sup> Base - Enroll Them.*

*If Negative - Strike Out - Move on To The Next Person.*

*If Positive - Move Them To 3<sup>rd</sup> Base.*

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*After 3<sup>rd</sup> Base - Invite Them To Play Community Baseball*

*If Negative - Strike Out - Move on To The Next Person.*

*If Positive - Move Them To Home Plate.*

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Name: \_\_\_\_\_ Username \_\_\_\_\_ Date: \_\_\_\_\_

<i>First &amp; Last Name</i>	<i>Phone Numbers</i>	<i>Relationship</i>	<i>Occupation</i>	<i>City &amp; State</i>	<i>1<sup>st</sup> Base Date:</i>	<i>2<sup>nd</sup> Base Date:</i>	<i>3<sup>rd</sup> Base Date:</i>	<i>Home Plate Date:</i>	<i>Results YES or NO</i>
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