

Building Your Business

Module 3

1. Prepare: Your First Step in Success

2. How to Share & Care

3. How to Enroll

4. How to Earn

Training is the foundation
upon which you build your success
in this business model.

— John Kalench

Introduction

The first time you view these slides with your Brand Partner(s), you may want to go through the presentation in its entirety, reading only the headings.

This way you will first grasp the overview before immersing yourself in the details.

- The idiom “*can’t see the forest for the trees*” means that the parts are distracting you from comprehending the whole. You can’t see the entirety because you're preoccupied with the details and overlook the bigger picture or the end goal.

There is no right or wrong way to use this presentation. Enjoy the process!

How to Enroll

How to Enroll Customers & Brand Partners

The following slides are designed as a brief overview of topics to cover.

Full Explanation ⇒ LiveYoungerSuccess.com

> *Business Basics* > *Enrolling Customers & Brand Partners*

Business Basics ▾



Enrolling Customers &
Brand Partners

Compensation Plan

Welcome Letters

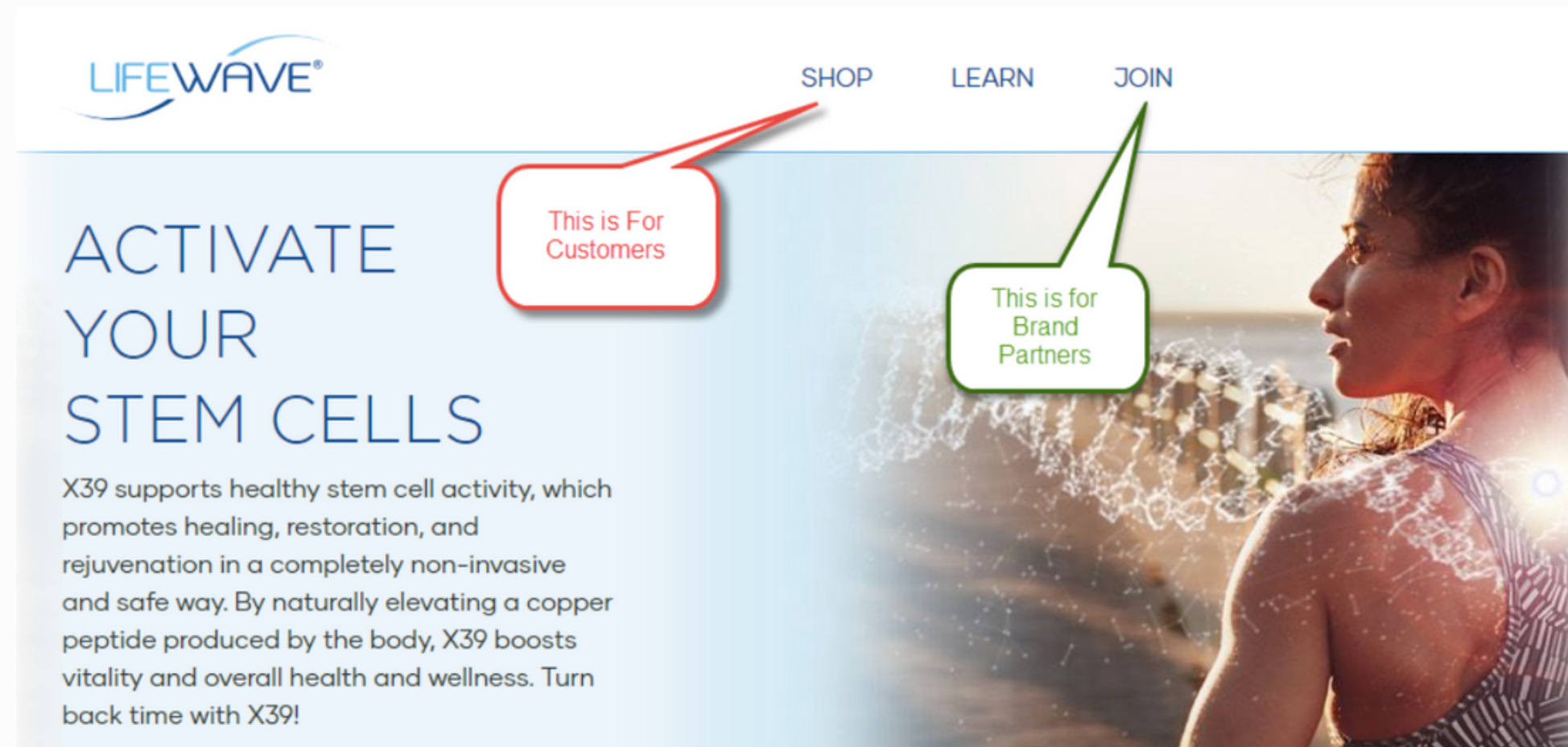
Weekly Zoom
Schedule

Facebook Groups

Stay Active (qualified)

LifeWave Marketing
Guidelines

Grow Coaching Model



(stay tuned...others to follow)

← **Updated Website**
Currently available
in the USA & the UK

The Original Website →

For all other countries
with more to follow

(stay tuned...others to follow)



Enrolling Customers

The slides in this presentation are designed to provide you with training topics to go over with your Brand Partners.

On our training website, you will find detailed information...

> **LiveYoungerSuccess.com**

> *Business Basics*

> *Enrolling Customers & Brand Partners*

Business Basics ▾

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Full information can be found on our training website

LiveYoungerSuccess.com > *Business Basics*
> *Enrolling Customers & Brand Partner*

The next few slides will give you a few helpful tips.

Business Basics ▾

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SW

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Some Will

Some Won't

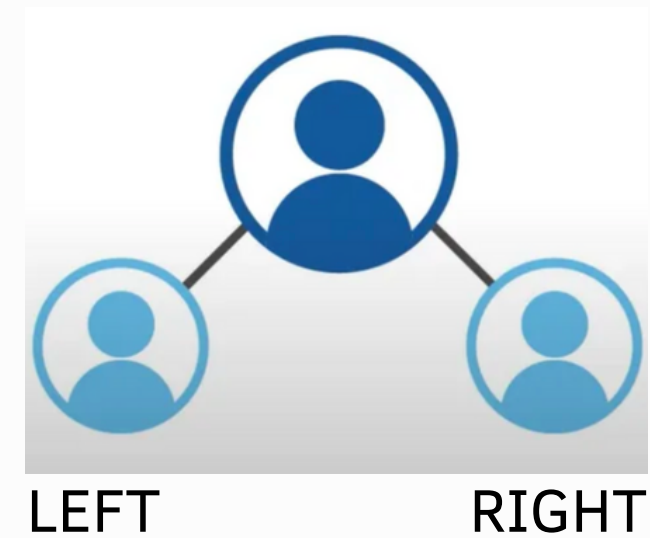
So What...

Someone's Waiting!

— Jack Canfield

We Build Only 2 Teams

1. When you enroll your 1st Brand Partner, you place them on either your Left or Right Team (or Leg)
 2. When you enroll your 2nd Brand Partner, you place them on the opposite leg (exceptions do occur)
 3. Be sure that they enroll from your personal website:
LifeWave.com/username
- ★ Best to escort someone through the enrolling process



Enrollment Kits

					
Enrollment Starter	Enrollment Bronze	Enrollment Silver	Enrollment Gold	Enrollment Platinum	Enrollment Diamond
SELECT	SELECT	SELECT	SELECT	SELECT	SELECT
\$25.00 USD	\$124.95 USD	\$299.95 USD	\$499.95 USD	\$999.95 USD	\$1,599.95 USD

Free Membership with Silver Enrollment Kit (or above)

Enrolling Your First 2 Brand Partners

Enrolling your 1st BP

- Be sure they enroll from your personal website: LifeWave.com/username
- A [Bronze](#) Kit (or above) is one of the requirements for earning Binary Commissions

Your **Placement Setting** is pre-set for enrolling your 1st Brand Partner.

This means that your 1st BP is automatically placed on the best binary side for both of you (you can override this pre-set placement...more about this later).

Before enrolling your 2nd BP

- Check your [Back Office](#) to see if your 1st BP has been placed on your [Left or Right Leg](#)

Is Your BP on the Left or Right?

Step 1

From your Back Office

> *Organization*

> *Personally Enrolled Team*

Then look for your new BP's name

Step 2 is on the next slide...

ORGANIZATION ▾

✚ Enroll new...

Pre Populated Cart Builder

➡ Personally Enrolled Team

Upcoming Rank Promotions

Downline Ranks

Downline's Orders

Downline's Monthly Subscription

Downline's Maintenance Orders

New Distributors List

Recent Activity List

Retail Customers

Preferred Customers

Reps

Binary Tree Viewer

Enroller Tree Viewer

Continued...

Step 2

Scroll over to the right for *Binary Side*

This column will show you which side your new Brand Partner is on.

★ Call the company ASAP if your Brand Partner is not on the correct leg. Do this right away!



Status	Binary Side	Type
✓	Right	Distributor
✗	N/A	Preferred Customer
✗	Left	Distributor
✓	Left	Distributor



Keep track
of your PCs & BPs
Active status

Distributor = Brand Partner

Changing Your Placement Settings

STEP 1

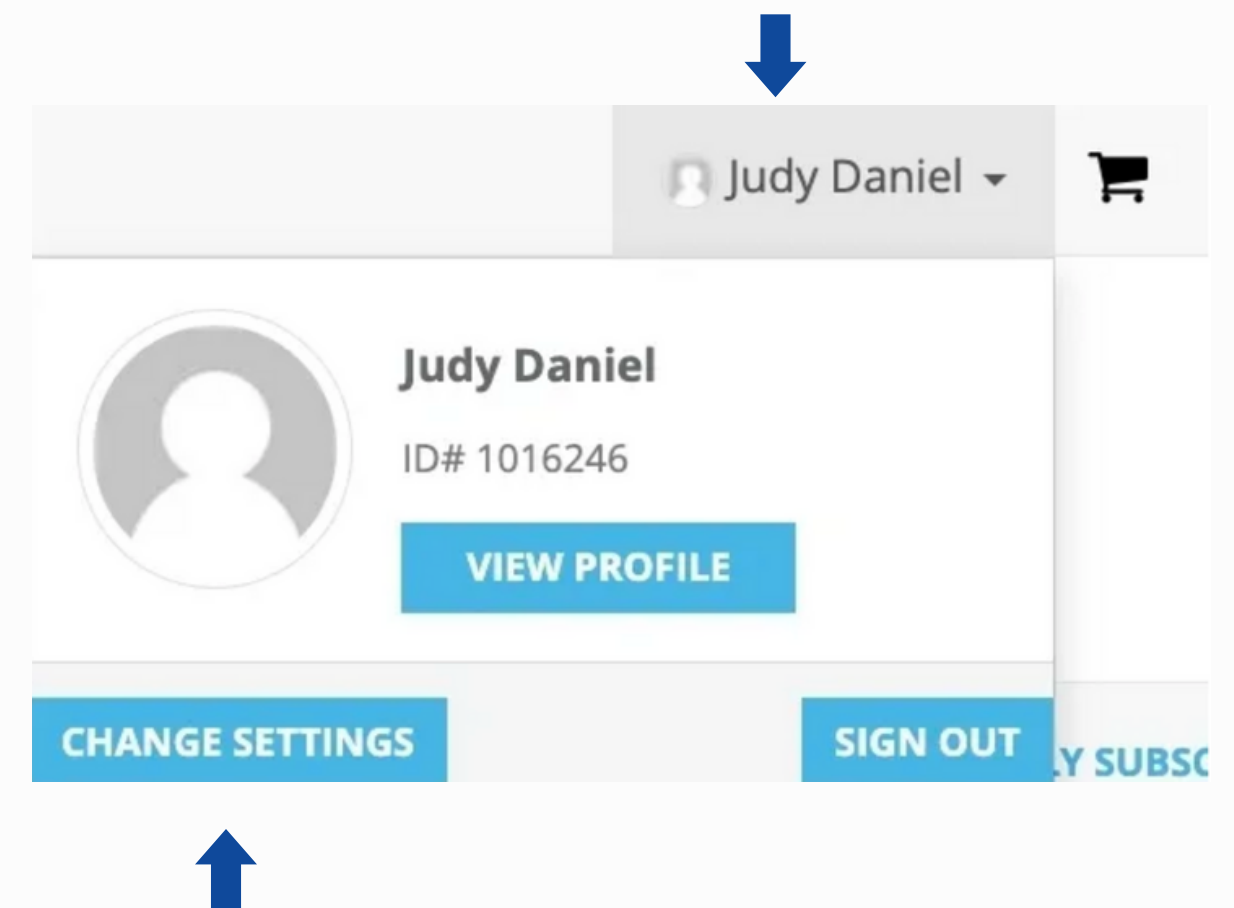
From your Back Office

- > Click on your name in the top right-hand corner
- > Click *Change Settings*

Then scroll to the bottom of the page until you see:

- > *What is your Binary Placement Preference*

Step 2 is on the next slide...



Step 2...continued

STEP 2

If it shows *Build Left* then your BP was placed on your Left Leg

You want your **next** Brand Partner to be placed on the **opposite** leg.

So in this **hypothetical example**, you would select *Build Right*

- Possible exceptions: Keeping family members on the same leg... or friends who know one another on the same leg...or people who live in the same location...

- ☒ Build Left
- ☐ Build Right
- ☐ Strong Leg Outside

Useful Terms to Know



Volume

**It is a measure that represents the value of the products purchased by customers and members.
There are two kinds of volume:**



Personal Volume (PV)

Represents the product purchases made by you OR by your personal customers.



Business Volume (BV)

Refers to the product purchases made by members of your team and their personal customers.

More Useful Terms



ACTIVE STATUS

To be considered active and eligible for Binary (Cycle) Commissions & Matching Bonus, you are required to have at least 55 PV within your account each month.



Monthly Subscription Order

Maintain your **ACTIVE STATUS** by signing up for a Monthly Subscription Order. Each month, your order is automatically shipped to you.

I'm working full-time on my job
And part-time on my Fortune.

- Jim Rohn

Step 3: Director

LOOK AT THIS SECTION **AFTER** YOU'VE COMPLETED GOALS 1 & 2

🔑 **DUPLICATION IS THE KEY** 🔑

1. Show your Brand Partners how to become Managers
2. Show your Brand Partners how to become Manager-Makers
3. Focus on creating Managers
4. Rise through the ranks

This duplication process will take you to DIRECTOR and beyond

3-Steps to Director

	PS PS = Personally Sponsored	RANK	BINARY COMMISSIONS Max Weekly	MATCHING BONUSES * Weekly: No limit
Step 1	1 & 1 On <u>each</u> leg: 1 PS Active BRONZE (or above)	NO RANK ♦ 55 PV month ♦ Bronze Kit (or above)	\$100/week	Not eligible
Step 2	2 & 2 On <u>each</u> leg: 2 PS Active SILVERS (or above)	MANAGER ♦ 110 PV month ♦ Gold Kit (or above)	\$1500/week	LEVEL 1 = 25% ♦ Paid-as Manager (or above) LEVEL 2 = 20% ♦ Paid-as Manager (or above) ♦ 6 cycles in paid commission week LEVEL 3 = 20% ♦ Paid-as-Manager (or above) ♦ 10 cycles in paid commission week ♦ One PS Manager on <u>each</u> leg earning Level 2 Matching Bonus
Step 3	3 & 3 On <u>each</u> leg: 3 PS Active SILVERS (or above) one of which must be a paid-as MANAGER	DIRECTOR ♦ 110 PV month ♦ Gold Kit (or above)	\$2500/week	

For full details, go to ⇒ LiveYoungerSuccess.com > *Business Basics* > *Compensation Plan*

“Success is not magical.
It's mathematical.

— Gregory & Robin Blanc Mascari



Earn While You Learn

Learn While You Earn

Simplicity & Duplication

The Keys to Your Success

"Give a man a fish, and you feed him for a day.
Teach a man to fish, and you feed him for life."
- Old Chinese Proverb

Summary

Training Modules for Brand Partners

1. Prepare: The First Step in Success

2. How to Share & Care

3. How to Enroll

4. How to Earn

The First 3 Ways to Earn

~ Created by Judy Joy Daniel