

Level Up

Personal Game Plan

(Workshop Exercise)



- **5-Step Success Process**
- **Prospect, Present, & Close (PP&C)**

What is Your Why

- **Children or Parents**
- **Dream Home**
- **Time Freedom**
- **Financial Freedom**
- **To Be your Own Boss**
- **Live to Give and Give to Live**

**If your Why isn't Big Enough to Make
You Cry, it is not Big Enough!**

5-Step Surge365 Success Process

EXPOSE The Business

Sharing & Recruiting is the LIFE BLOOD of Your New Business



- 1. Make Your List** (Memory Jogger at www.etc-cs.com)
- 2. Contact and Pique Interest** (Mobile App)
- 3. Invite to see a Surge365 Presentation**
- 4. Follow Up/3-way/Edify Up-line & Close**
- 5. Duplicate-Teach Team to do steps 1-5**

Sales in ACTION (PP&C)



• **Prospect**



• **Present**



• **Close**



Prospect, Present, & Close (PP&C)

PROSPECT
Make A List

PRESENT
Send Video

CLOSE
3-Way Call

Surge365 Presentation with Vortex!

YOU Are The Trusted Source



Expert

Prospect

JOIN THE TEAM!

Travel More. Save More. Make More.

MEMORY JOGGER

- Loves to travel
- Lives in your home state
- Loves to make money
- Loves to save money
- Most ambitious, outgoing, amazing personality
- Speaks Spanish, French, Chinese, another language
- Open to Business Opportunity
- Neighbor
- Single Parent
- Best Friend
- College Roommate
- In-Laws
- Former Neighbor
- Is/was successful in a network marketing company
- Cousin
- Family with 3 children
- New Parent
- Great shape, belongs to a gym/works out
- Drives a truck, drives SUV/Mercedes/Lexus,
- Real Estate Broker or Real Estate Agent
- Beautician or Barber, owns a salon
- Family or children's physician
- Works at the Post Office
- Attorney practices law
- Fixes computers
- Is a model, DJs or MCs
- Just had a child
- Recently married
- Entertainment industry
- Works at restaurant/manages a restaurant
- Is a teacher, administrator, principal
- Good in SALES - cars, shoes, pharmaceutical

Completing your inventory list

If you could come up with 100-200 names in 2 hours to get the keys, tags and title to your favorite car, would you leave with your car?

Use memory Jogger to help you come up with names

• *Cell Phone, Address Book, Christmas Cards, Facebook, Kids School, Neighborhood association, Sorority, Fraternity, Clients, Church members, etc...*

Write down the names as they come to you.

Add numbers and email addresses later

The more names you come up with, the greater opportunity you have to expose your business.

GRADING & QUALIFYING YOUR LIST

Each Quality Below Gets a point

- 1. Married**
- 2. Children** – dependent on their income
- 3. Homeowner**
- 4. Currently Employed** – (one or both working)
- 5. Ages 25-65**
- 6. Entrepreneurial Spirit** – owns and operates own business, aspires to own business
- 7. Circle or Center of Influence** – people respect and trust them; has influence
- 8. Loves to Help People** – lives life to make everyone's life better
- 9. Self Disciplined, Team Player** – competitive, works well in a team; loves to win
- 10. Financially Stable** – has the financial means to invest in a business today

Prospect

Prospecting- the art of getting people to look at your business.

- It all starts with a prospect.
 - Who is your warm market?
 - Look at your phone at the hundreds of contacts that are available.
 - Look at your Facebook, your Instagram, your Twitter accounts and the hundreds of contacts that are available.
- Make a list and contact them.
- **Next step - when you contact them, what do you do? Invitations...**



Exposing your business

It is not what you say, but how you say it!!!

- *The purpose of your call is to create curiosity and get prospect to listen to the sizzle call or to view your website (test drive).*
- ***The telephone is not a time to answer questions.*** When you begin to answer questions, you immediately move from piquing interest to giving a presentation.
- ***Your job is to create excitement, pique the interest of your prospects and get your prospect in front of the information or someone qualified to give a presentation. Your job is to create curiosity, not to give a presentation.***

Every prospect is interested in **Making & Saving Money**. For the most part they will not be interested in **BUYING** or **SELLING ANYTHING**, or talking to anyone about either of the above.



The 3-way call

How & Why of EDIFYING your upline

- 1) MONEY
- 2) FACTS
- 3) HELPING OTHERS
- 4) FUN

Kevin, I want to introduce you to my good friend and business partner (upline's name). Melissa is making a ton MONEY with Surge, she knows all the FACTS about the business, loves HELPING OTHERS and is having a lot of FUN doing it.

Invite to a webinar presentation

Download “Invitations” at www.ettc-cs.com



- **Script to Invite to Travel Webinar (you can also copy and paste in FB)**

I've been looking for a way to supplement my income and I think I've found it!

Prospect, this may be something that we can do together, but I want to get your feedback on it first. There's a live online presentation that explains the whole thing.

- Prospect, I would love to have 30 minutes of your time while you're in front of a computer to show it to you. How's your schedule looking around _____ (Time)? Great, do you have pen and paper handy?

Present

- What are you going to share with your prospect?
- Share the Vortex link and/or **opportunity video** that is located on your mobile app or is available on the Surge365 YouTube page.
- Send your prospect the video via the **mobile app, email or text.**
- Send customers a complimentary Vortex travel website
- **Now what?**



Close

Now that you've prospected and exposed, all you have to do is close.

**Simply ask them what they liked best about what they saw?
...saving/making money on travel?**

Do you think this concept of saving money will make sense to your friends?

Do you want to tell them or do you want me to tell them?





Closing the Deal

- Tell me based on going into an internet business for only \$60 a month...
- Where do you see yourself losing with this scenario?
- What would stop you from partnering with me today?
- Let's get started! Go to www.surge365.com/UniqueURL
- I am going to walk you through the process...

Your Commitment! A Core Team Player

- **Commits to attend at least one weekly Briefing at least once a week for 52 weeks**
- **Ask your family & friends if they're going to shop and travel, do it with you. Get referrals**
- **Be a product of the product, when you shop and travel, do it on your website and get paid.**
- **Sets aside daily self-development time (at least 15-30 minutes per day)**
- **Stays "Plugged In": Weekly Meetings, Trainings, Team Conference Calls, Team Functions, etc.**
- **Is Teachable/Coachable**
- **Is Accountable...treats their business like a business...has a daily game plan and works it**
- **Commit to doing the 5 Step System - 1) Make a List 2) Contact and Pique Interest 3) Invite 4) Follow-up/3-way/Edify Up-line 5) Duplicate - Teach Team to do steps 1-5**
- **Always Dress for Success, always be "Armed and Dangerous" - always have DVDs, flyers, Brochures/Booklets, CDs, and literature with you**
- **Commit to attend all major events, Super Saturdays, National Convention**
- **Follows the GET SUCCESS System**
- **Commits to being A Director within 3-5 Years from now.**

