



mPower **ME**  
System

Support  
Team  
Leader  
Guide



**Support Team Leaders (STL) need to Follow the mPowerME System to Build**  
Support Team consists of Team, Regional, National Builders & Director

The reasons we gave new SBAs to follow the mPowerME System is the best reason for you to follow it as well. Duplication! Better yet, Multiplication. You can't build a business with rapid growth without systems. Imagine how your local McDonald's would function without systems in place that allow for 150% employee turnover rate per year. The system ensures a predictable result every time you order, regardless of which McDonalds you order from.

Embracing the system simplifies what you need to do to support the new SBA because they are also being supported by everything we do as a company. From the initial mPowerME Training to the mPowerME365 Training to the company presentations, everything is set up to support the system. All you have to do is work the system with every new Team Builder SBA to maximize your growth and your income. Check out this example.

It begins with 1 new Team Builder SBA. It doesn't matter if this is a personally sponsored SBA or an SBA sponsored by someone else in your Team Builder Group. As long as you are listed as the Team Builder, the results are the same.

This 1 SBA begins working through their first 14 days. At some point, their belief increases to the point they are anxious to share the Surge365 opportunity with the 10 easiest & 10 best from the mPowerME Game Plan. Of the 20 invited to their GO Party, 10 attend and all agree to support them with 3 joining as Junior Executives (SBAs). This is Duplication 1 SBA enrolls 3 new SBAs. But now you have 3 new SBAs to do the same with and you begin to multiply. Look what can happen!

1 New Team Builder SBA has GO Party	= 3 New Team Builder SBAs
3 New Team Builder SBAs have GO Party	3 x 3 = 9 New Team Builder SBAs
9 New Team Builder SBAs have GO Party	9 x 3 = 27 New Team Builder SBAs
27 New Team Builders have GO Party	27 x 3 = 81 New Team Builder SBAs
40 GO Parties	120 New Team Builder SBAs

By focusing on helping your new Team Builder SBA get off to a fast start, you're positioned to earn multiple \$1,000 Bonuses and a \$10,000 Bonus by working them through the mPowerME System. You focus on the relationship, let the training work on their belief. At some point during this 5 - 10 hour process their belief will lead to activating a Package, but more important, belief will lead them to build. And builders are how we create Leveraged & Residual Income.





## **Support Team Leaders (STL) need to Follow the mPowerME System to Build (Cont)**

Chances are you're wondering how it is possible to spend 5 - 10 hours with every new Team Builder SBA? This guide will show you how to leverage the mPowerME System to accomplish this with dozens of people simultaneously.

Trained Team Builders will be the ones who spend the most time with new SBAs. If they have not been trained, the upline Support Team Leader will assist the new SBA.

Upline Support Team Leaders should always include the sponsor and Team Builder on any call or Zoom they have with the new SBA so they learn how to help their future SBAs get off to a fast start. So what is the Support Team Leaders role in a new SBA's first 14 days?

### **Your New SBA's First 14 Days**

- Initial Business Overview presentation
  - + Follow up.
  - + Complete paperwork to get them started.
  - + **Total Time: 60 Minutes**
  
- Support Team Leader(s) should speak with new SBA within their first 24 hours
  - + Welcome them to the team.
  - + Edify sponsor and Team Builder.
  - + Let them know they have a Support Team to help them succeed.
  - + Get commitment of when they will complete the 20 minute mPowerME Training.  
(If they already watched, ask what they liked best & schedule orientation.)
    - This is where they begin building their belief in our company.
    - Call them 30 minutes after the time they committed to watching.
    - Ask what they liked best & schedule orientation.
  - + Schedule mPowerME Orientation within 48 hours of SBA joining Surge365.
  - + If SBA has a significant other make sure they are present for orientation.
  - + **Total Time: 30 Minutes (Most is video training)**
  
- The mPowerME Orientation is where you begin building trust
  - + In order to build trust, you must be liked. The best way to be liked is by asking questions. Check out this article "Asking Great Questions is a Super Power" here: <https://bit.ly/askgreatquestions>
  - + After introductions say, "Before we get started I'd like you to drop back to high school, put your modesty in your pocket and tell me about you."
  - + Be interested, ask follow up questions. Don't listen to talk, listen to learn.
  - + Take notes. These will be valuable when you are following up with them later.
    - This part should take 10 to 20 minutes.
  - + Complete the 1-page mPowerME Game Plan questionnaire.
  - + Encourage them to complete the mPowerME356 Training in their first 14 days.
    - Remind them by completing this training they only need 5 personally sponsored trained SBAs to get the \$500 Training Bonus instead of 7.
  - + **Total Time: 60 Minutes**



- Initiate 3 - 5 minute conversations daily. It's important to have success stories to share.
  - + Doesn't matter if these are from your team or someone else's.
    - Tell them about someone who had a GO Party.
    - Talk about someone who completed the mPowerME365 Training and got 2 credits toward the \$500 Training Bonus.
    - Let them know when someone earns a \$500 Training Bonus.
    - Tell them about someone who was promoted to Team Builder.
    - Ask if they heard about someone who earned a \$1,000 Bonus.
  - + Ask what they like best about the last mPowerME365 session they completed.
  - + Highlight what's in the next mPowerME365 Training session.
  - + Ask if they have any questions.
  - + Ask about their family, job, hobbies, parents, etc.
    - These are the things you learned about them during the orientation.
  - + **Total Time: 60 Minutes**
  
- Track progress & remaining time to qualify for 2 points toward \$500 Training Bonus
  - + Congratulate when they complete each section.
  - + Ask what they liked best and what they learned.
  - + Encourage them to complete remaining sections within their first 14 days.
  - + Congratulate them when they complete the last acknowledgment section.
  - + **Total Time: 4 Hours (Video training)**
  
- If GO Party has not been scheduled, do that now
  - + Remember, the purpose of a GO Party is to enlist the support of their warm market.
  - + This makes it easier for them to invite because there is no pressure.
  - + We will get 100% to support their new business. Support will be:
    - Becoming their Vortex and travel customer.
    - Referring others to become their Vortex and travel customers.
    - Referring someone they know who wants/needs to make extra income.
    - Joining their team as an SBA.
  - + **Total Time: 2 Hours (Includes follow up with guests)**



### Time Spent With Your New SBA

The chart below shows you a breakdown of how the time is spent with your new SBA during their first 14 days as a new SBA.

	Individual	Multiple People	Training Videos
Initial Presentation		1 hour	
Initial mPowerME Training			.5 hours
Orientation	1 hour		
Daily Calls	1 hour		
mPowerME365 Training			4 hours
GO Party & Follow-up		2 hours	
<b>Total (10 hours)</b>	<b>2 hours</b>	<b>3 hours</b>	<b>4.5 hours</b>