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# The Fast Start Play Book

Training Workbook

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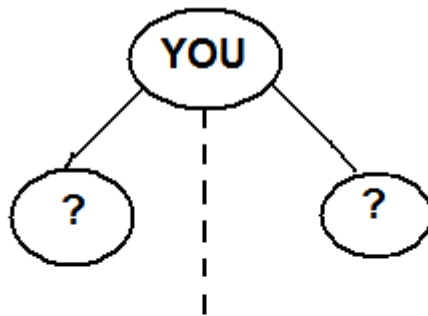
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# Getting Started Right

This Fast Start Play Book is designed to give you the basic instructions necessary for your WorldVentures business. These instructions include easy-to-duplicate systems and simple steps that will get you started the right way.

**Your first step toward success is to make your first 2 sales. To accomplish that goal you must do a game plan session with your sponsor within the first 24-48 hours after you join the business and identify who you want your first 2 reps to be.**



## **Who Do You Want Your First 2 Reps To Be?**

In addition to the simple systems outlined in this book, we've also included general details and scripts to help you set appointments and contact individuals about your new business.

Everything you need to get your business started even before you attend your Fast Start Training Class is included in this book. Jump in and get started on your path to success!

# Attitude is Everything

**Attitude is everything. You've heard the phrase before, and in this business you'll learn that the phrase is very true.** It pays to be excited about WorldVentures because often people will react more to the height of your enthusiasm rather than to the depth of your knowledge. In the course of your fast start training, you'll receive in-depth product training, but you do not have to know everything about the business before you begin. Don't think that you have to be an expert salesman or recruiter. Don't wait until you know it all before you get started.

**There is a saying, " Analysis paralysis is the number one cause of failure in WorldVentures."** To get started you only need a basic understanding of how our Dreamtrips Life membership works. Study the tools available to you and get those same tools into the hands of your prospect-and do so with enthusiasm. This business is not based on how smart you are; instead, it simply comes down to how hard and how smart you work. People who are not as "bright" as you will outearn you 10 to 1 if you don't catch on and get off to a fast start. You must adopt a sense of urgency and create a vision of success.

**Remain positive!** This is very important to the growth of your business. Don't let those who don't recognize the opportunity keep you from your success and cause you to take your eyes off the incredible opportunity before you. Every top earner still comes in contact with individuals who cannot see the potential of this opportunity. So stay motivated. Stay inspired, and be inspirational to others.

**Remain consistent, persistent and focused on your goals. Create a mission to build a fortune for you, your family, and your team. Always remember that this business requires a positive mental attitude.**

# Four ways to Learn

## **1. Learned Knowledge**

Find someone who can teach you how this business works, possibly your sponsor, and attend a Fast Start Training Class. Then begin to apply all you have learned into your daily business.

## **2. Activity Knowledge**

Emerson said, "Do the thing and you'll have the power." Exposing two people a day using a third party tool and a weekly event is a great way to start your activity-driven game plan. If you want to supercharge your success, take Watson's advice, the founder of IBM, and "Double your rate of failure."

## **3. Modeling Knowledge**

Decide what you want and write it all down. Then, find someone who has achieved what you want and find out how he or she did it. Once you've found that person, simply model him or her, do exactly what he or she did and keep moving toward your goal until you achieve your desired result.

## **4. Teaching Knowledge**

Read the books, listen to the audiotape programs, and attend the classes that can take you from where you are to where you want to go. Then, teach those you sponsor what you have learned. Remember, always keep it simple and do things that can duplicate.

# The 9 Core Commitments

There are 9 commitments you need to make if you want to achieve a high level of success in this business. Every leader in the field has taken the 9 Core Commitments and built his or her business around them.

- 1. Go Through *The Fast Start Play Book* (Game Plan Interview with your Upline)**  
Sit down with every new Representative in their first 24-48 hours and conduct a game plan session using *The Fast Start Play Book*
- 2. Commit To At Least 2 Exposures A Day**
  - Focus on third party tools-membership and recruiting
  - Selling memberships is how you make money
  - Recruiting is how you build your business
- 3. Attend Your Local Weekly Business Meeting**
  - 52 week commitment
- 4. Attend a Fast Start Training Class**
  - Yourself
  - With all your local new Representatives
- 5. Attend all Regional/Super Saturday Event's in your area**
- 6. Attend all Four National Corporate events per year**
- 7. Commit to Personal Development**
  - This is the most important of the commitments! You can only earn what you become! Commit to reading just 10 pages of a good book everyday (Think and Grow Rich, Transforming Debt into Wealth, The Slight Edge, etc.) or 15 minutes of a powerful CD (like The Strangest Secret by Earl Nightingale.) Imagine what you would become if you read 10 pages everyday. That would be over 3000 pages a year!
- 8. Find a Workout Partner**
  - Someone who will make you stretch for more. Get someone to be your workout partner and be accountable to each other. Help each other stay committed to the 9 commitments.
- 9. Be Here A Year From Now**
  - Be here a year from now (doing 1-9), Get committed to these commitments for one year. Challenge yourself to be committed to the proper activity for 52 weeks and watch what happens!

# Determining Your Goals

It is absolutely necessary that you determine your goals and write them down. Then, make sure to put them all around you so you are always reminded of what you are working toward.

**Why are you doing this business?**

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**When will you make \$570? (6 sales in any 30 days)** \_\_\_\_\_

**When will you qualify for Senior Representative?** \_\_\_\_\_

**What income do you hope to achieve?**

1<sup>st</sup> Month:

6<sup>th</sup>

First year:

**How much time will you commit?**

Each day:

Each week:

Each month:

**How many exposures do you plan to make?**

Each day:

Each week:

Each month:

**How many memberships do you plan to sell?**

Each week:

Each Month:

**How many people do you plan to sponsor?**

Each week:

Each Month:

**When will you achieve the following positions?**

Senior Representative: \_\_\_\_\_

Director: \_\_\_\_\_

Marketing Director: \_\_\_\_\_

Regional Marketing Director (RMD): \_\_\_\_\_

National Marketing Director (NMD): \_\_\_\_\_

International Marketing Director (IMD): \_\_\_\_\_

# The Beauty of Compounding Efforts

Today and every day hereafter you must remember why you are investing your valuable time in building your WorldVentures business. Why should WorldVentures be one of your top priorities? How long have you been in your field of employment? Has your job provided you the lifestyle you've always dreamed about? What if you worked twice as hard as you do now, continued that pace for the next 10 to 20 years, and then stopped working? Would you be able to retire and have the finances you need to live your dream lifestyle?

If you were a WorldVentures Business Representative at the highest level in the company, an International Marketing Director, and you worked hard to get there in just a few years and then stopped working. Would you be able to enjoy your dream lifestyle? Yes! As a WorldVentures Representative, you can create a passive, leveraged, residual income. So why not shift your priority and focus to WorldVentures? Maybe you are scared of the unfamiliar and are clutching to the false sense of security that comes with what you are used to. After all, school taught you how to get a job, not how to go out and build your own fortune. It's not necessary to leave a full-time job to create a successful WorldVentures business. Just shift your focus to an opportunity that can give you your life back.

Let's stop for a minute and analyze why the WorldVentures business model can afford this for you. It's called leverage. Look at this diagram:

You x 8 hours = 8 hours  
8 x 8 hours = 64 hours  
64 x 8 hours = 512 hours

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584 hours/week

Say that you have only eight hours a week to devote to your WorldVentures business and you recruit only 8 Representatives who also invest eight hours a week to work their businesses. Those eight recruits each recruit eight more Representatives who work only eight hours a week. You already have 584 hours a week working for you, yet you are only working eight hours a week yourself!

At a conventional job, if you work 40 hours a week and want to double your pay, you must work 80 hours a week. Could you really work that much more? Not likely. But by leveraging the time of others who are working with you, the sky is the limit!

**You can build a large team if you  
and your group recruit just one new  
Representative each month.  
Just look:**

<b>Month</b>	<b>(You + 1) (each recruits just 1)</b>	<b>Team</b>
1		2
2		4
3		8
4		16
5		32
6		64
7		128
8		256
9		512
10		1024
11		2048
12		4096

# Identify Your Support Team

**Your Sponsor's Name:**

**Contact Information:**

Home \_\_\_\_\_  
Office \_\_\_\_\_  
Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Other \_\_\_\_\_

**Your Upline Senior Rep's Name:**

**Contact Information:**

Home \_\_\_\_\_  
Office \_\_\_\_\_  
Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Other \_\_\_\_\_

**Your Upline Director's Name:**

**Contact Information:**

Home \_\_\_\_\_  
Office \_\_\_\_\_  
Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Other \_\_\_\_\_

**Your Upline Marketing Director's Name:**

**Contact Information:**

Home \_\_\_\_\_  
Office \_\_\_\_\_  
Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Other \_\_\_\_\_

**Your Upline RMD's Name:**

**Contact Information:**

Home \_\_\_\_\_  
Office \_\_\_\_\_  
Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Other \_\_\_\_\_

**Your Upline NMD's Name:**

**Contact Information:**

Home \_\_\_\_\_  
Office \_\_\_\_\_  
Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Other \_\_\_\_\_

**Your Upline IMD's Name:**

**Contact Information:**

Home \_\_\_\_\_  
Office \_\_\_\_\_  
Cell \_\_\_\_\_  
Email \_\_\_\_\_  
Other \_\_\_\_\_

**Conference Call Date & Time:**

**Conference Call Number & Pin:**

**Recorded Business Overview:**

**Your Local Event Location:**

**Your Local Event Day & Time:**

# Identify Your Calendar of Events and Training Schedule

It's important that you organize your WorldVentures Schedule.

**Travel Parties:** Meetings you have in your home to share the WorldVentures opportunity and Dreamtrips Life membership with your prospects in a comfortable setting. Be sure to have someone who has been in the business on hand, either by phone or in person, to be your "expert."

Date and time: \_\_\_\_\_

City and State: \_\_\_\_\_

Address: \_\_\_\_\_

**Local Opportunity Meetings:** Local opportunity meetings are very important to your business. They help motivate you as well as remind you to keep sponsoring. Bring guests to these meetings and introduce them to others who have been successful in WorldVentures.

Date and time: \_\_\_\_\_

City and State: \_\_\_\_\_

Address: \_\_\_\_\_

**Fast Start Training Class:** The Fast Start Training Class is absolutely key to your success. Trainings are held regularly by the best trainer in your area. As you recruit new Representatives you will want to be sure and attend their Fast Start Training Class with them as well.

Date and time: \_\_\_\_\_

City and State: \_\_\_\_\_

Address: \_\_\_\_\_

**Regional Training Events:** Be sure to attend regional events in your area. Take advantage of having top leaders in WorldVentures come to your area to present the Dreamtrips Life membership and business opportunity to your guests as well as provide helpful tips and motivation to you.

Date and time: \_\_\_\_\_

City and State: \_\_\_\_\_

Address: \_\_\_\_\_

**National Training Events:** Corporate events give you the opportunity to meet and learn from top leaders in the company and Executives from the Corporate Office. Plan to attend the annual International Convention as well as the other 3 events throughout the year.

Date and time: \_\_\_\_\_

City and State: \_\_\_\_\_

# Your 90-Day Calendar

To get started fast you must immediately plan your first 90 days in the business. Keeping busy and staying on track is vital. Use the information in the Back Office area of [www.worldventures.biz](http://www.worldventures.biz) to find all of the regional and corporate events going on. Get them on your calendar. Be sure to put the items you've listed on your goals on your calendar as well.

Month: \_\_\_\_\_

Sun	Mon	Tue	Wed	Thu	Fri	Sat

Notes:

Month: \_\_\_\_\_

Sun	Mon	Tue	Wed	Thu	Fri	Sat

Notes:

Month: \_\_\_\_\_

Sun	Mon	Tue	Wed	Thu	Fri	Sat

Notes:

# Exposure is Everything

To make money in this business you must sell Dreamtripsf Life memberships. Go back through your list of prospects and pick the 10 people who will be the easiest for you to expose to the Dreamtrips Life membership.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_
- 7. \_\_\_\_\_
- 8. \_\_\_\_\_
- 9. \_\_\_\_\_
- 10. \_\_\_\_\_

For your business to grow you will need to develop an organization. To build that organization you want to identify the 10 best people on your list. These are the sharpest, brightest, busiest people you know. These are the individuals you will expose to the opportunity first.

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_
- 4. \_\_\_\_\_
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_
- 7. \_\_\_\_\_
- 8. \_\_\_\_\_
- 9. \_\_\_\_\_
- 10. \_\_\_\_\_

# 10 “In Play”

## Always Have At Least 10 Prospects “In Play”

This is a very important concept. As we’ve said, your success in WorldVentures will be directly proportionate to the number of people you help to find out about our company.

A prospect “In Play” is a person who has received information about WorldVentures but hasn’t said yes or no. He or she is “In Play”

### Step 1 Put Your First 10 Prospects “In Play”

Get sales tools into their hands and follow up to determine interest.

### Step 2 If they Say Yes

As soon as one of your 10 says yes, get him or her started right and put another prospect “In Play.”

### Step 3 If They Say No

As soon as one of your 10 says no and you can’t move him or her to the next exposure, put another prospect “In Play.”

### Step 4 Never Stop

Have at least 10 “In Play” at all times. Lead by example. It’s not just your 10 that will lead to wealth. It is your 10 along with the 10 “In Play” from every single person in your organization that will lead to wealth. If you had 100 people in your organization. That would amount to 1000 prospects “In Play” at all times.

### Put Your First 10 Prospects “In Play”

	Name	Phone Number	First Exposure	Follow Up
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

# The Process

Following up is a process, not an event. Calling someone after he or she has reviewed the materials for the first time is just the beginning of the follow up process.

Following up correctly is the process of helping your prospect through a series of exposures that eventually lead them to becoming comfortable enough to get involved.

We have found that it will take an average of three to five exposures for a prospect to become a Rep. Some will get involved after the first exposure. Others may get involved after the 10<sup>th</sup> exposure. The key is to keep them “In Play” by constantly moving them to the next exposure.

## What is an exposure?

An exposure can be any one of the following (and more) ways of presenting or “exposing” people to the product and business opportunity:

### 1. Local Business Presentations

Local Business Presentation exposure involves bringing your prospect(s) to a professional environment where a group of Representatives in your area get together once a week to present the WorldVentures Business to everyone’s prospects.

### 2. Two-on-One Meetings

Two-on-one meetings involve you and someone in your upline presenting the WorldVentures business to one of your prospects.

### 3. One-on-One/Sit Down Meeting

A one-on-one/sit down exposure is meeting privately with your prospect to give him or her an overview of the WorldVentures business.

### 4. DVD

A DVD exposure involves handing out or sending out one of our “Just Push Play” DVDs.

### 5. Travel Parties

Travel Parties involve inviting prospects to your home to introduce them to the WorldVentures business and Dreamtrips Life membership through 3<sup>rd</sup> party materials and someone from your upline.

### 6. Personal Website

An exposure involving your personal website involves inviting your prospect to check out your WorldVentures business at : [www.thecoollesttravelclubintheworld.com](http://www.thecoollesttravelclubintheworld.com), [www.davidpietsch.me](http://www.davidpietsch.me), [www.\(yourname\).worldventures.biz](http://www.(yourname).worldventures.biz),

### 7. Three-Way Calls

A three-way call exposure involves a three-way call with your prospect and your sponsor or other experienced Representatives.

### 8. Printed Materials

A printed material exposure occurs when you hand out or send printed materials to your prospect.

**9. Regional Training Events and Super Saturdays**

Regional Training Events and Super Saturdays involve bringing your prospects to a major event where everyone in your area comes together once a month to get trained by national trainers or local leaders in your area.

**10. National Training Events**

Corporate Event exposures involve bringing your prospects to a corporately sponsored Event or International Convention so they can get the big picture regarding WorldVentures.

**11. Home Office Tours**

A Home Office tour involves exposing your prospect to WorldVentures impressive Home Office campus to tour the headquarters and get his or her questions answered.

**12. Other exposures**

We've included some of the most popular ways to expose your prospect to the WorldVentures business. There are many other ways. Check with your sponsor to see if he or she has additional suggestions.

# Sample Script for Setting Appointments

Here is a time-tested, effective sample script for setting appointments. Notice the three key phrases:

1. "I've got something you've got to **SEE**."  
Notice this is "something they've got to see", not "hear". Obviously you can't show a person marketing materials or membership information over the phone they have to see it.
2. "It will only take about 20 **MINUTES** of your time."  
People will always have 20 minutes to spare. If you ask for any more than that they'll have to stop and make a decision, and it does take only about 20 minutes to show someone the membership information and get them signed up.
3. "YOU MAY OR MAY NOT BE INTERESTED."  
This relaxes your prospect. Not everyone is going to feel they need a membership and that is okay. YOUR job is to make sure they know it is available and how it can help them. THEIR job is to decide if they want it, so make sure they know you just want to show them the information.

**There is no best way to approach people with the opportunity. Everyone in the business get's started in the business in a different way. We know that when you're contacting your prospects we don't want to say too much over the phone, you need to be the messenger and not the message. (Ex. Be a 30 second commercial) Whether you contact your prospect via a simple text message "Are you going to be home after work tonight, I have an Idea I want to run by you." Or you call them and simply say " Hey John, are you going to be home after work tonight?" Or you could say " Can we get together tomorrow at Starbucks for coffee?" Or "I've got something you've got to see, can you meet me at \_\_\_\_\_ on Thursday night at 7:30?" When doing a long distance exposure, simply, set a time to get them in front of computer and then give them a web address with your favorite online presentation, and follow up right after they finish watching it!! The key to this business is to fill your weekly calendar with appointments. Exposures are the key. Filing your calendar with appointments will always guarantee your success!! Doing an exposure is an income producing activity.**

# Travel Parties

As we've said before, it is vital to your success in your new business that you get started fast. The effective way for you to do that is to hold a "Travel Party". This is simply inviting your prospects into your home to do a presentation of the opportunity and the Dreamtrips Life membership. The key is to invite as many people as you can and have an expert presenter do the presentation for you.

## **Why should you do a Travel party?**

Travel parties give you leverage by allowing you to expose more than one prospect to the business at a time. This type of presentation is also a very comfortable environment for both you and your prospects and helps take away the pressure for everyone involved. Most importantly, when one of your prospects gets excited about WorldVentures, that excitement will pass through the group. Another important point is that Travel parties are highly duplicatable, which makes them easy for you to do and easy for you to teach your new recruits.

## **How do I do a Travel party?**

1. Make a list of local prospects
2. Pick a date about a week from today- evenings and weekends work best
3. Use the Travel Party Script to invite your prospects
4. Invite four times the number you want to attend
5. Be excited and positive regardless of how many guests show up

## **Suggested Presentation Format**

1. Have one of your upline leaders do a live presentation or be the facilitator and use the Just Push Play DVD or your favorite recorded presentation.
2. When the live presentation or the recorded presentation is over, just have the upline leader do a little close and ask your guests to join. Pass out apps and help people get started on the spot! Paper apps are great, as there is no delay waiting on a computer, and the sponsor can enter the apps in the system after the party.

## Travel Party Script

“ Hello, \_\_\_\_\_ how are you? I don’t have much time right now, but I wanted to give you a quick call about something very important.

I’m starting an important business project and I’m teaming up with some top business people who work with a fast-moving, growing company. I intend to really launch this business big in \_\_\_\_\_, and I am looking for some business partners. If we could make a good amount of money without interfering with everything else we’ve got going on, would you be interested in taking a look at it?

I can’t give you any details now on the phone, but I have one of the top leaders of the national expansion coming into town and he/she will be speaking with me and a few key people at my house on \_\_\_\_\_ (day) at \_\_\_\_\_ pm. Before I commit to having you come out for this, I want you to meet one of the leaders over the phone. It will only take a minute. Will you hold so I can patch him ( or her) through? (Note: Before getting your expert/leader on the phone, edify them to your prospect, then get them on the line and they will simply share their story and confirm the invitation with your prospect.)

\_\_\_\_\_, sounds like we’re on! I know you don’t have a clue yet why I am so excited about this, but you’ll see why on\_\_\_\_\_. I’m looking forward to seeing you then, and by the way, can I count on you to do me a favor and bring a bag of ice?”

# Handling Objections

**The Majority of objections are psychological smoke screens. Often times a smoke screen is thrown up because a person thinks they are not interested in what you have to offer, or because they have been approached unprofessionally or arrogantly before, or they have preconceived ideas of what you are trying to share with them.**

**Three Step Process: Validate, neutralize and move forward.**

Always validate their objection.

“I really appreciate you sharing that with me.”

You want to neutralize the objection, rather than handling the objection. In neutralizing objections, learn an automatic response. Saturate the objection with your own positive response. It is a known fact that people will do more out of a fear of loss than they will out of a desire of gain.

**There are basically 8 main objections:**

**1. “I don’t have the time.”**

**“That is the exact reason you need to take a look at this.”** If you don’t have enough time now, then is it possible that what you are doing to make a living is controlling your time rather than you controlling your own time? I can help you create more free time by using the leverage principle that is available with this business.

Would you like to be able to spend more time with your family? How about doing the things you choose, rather than working your life away, trading time for money and building someone else’s dream?

What I am talking about can enable you to spend much more quality time with your family. It can offer you the ability to create a future for your family that currently doesn’t exist, and give you options for your life that don’t currently exist.

**2. “Oh, I wouldn’t be interested in something like that.”**

I really appreciate you sharing that with me, because let me be honest, if I didn’t have the information that I know; I probably wouldn’t be interested either.

I know how you feel, I felt the same way myself, what I decided to do was at least give it the benefit of the doubt because I did not want to walk away from something that could potentially be worth a fortune. And it is. What if this could be worth a fortune to you and because you wouldn’t even give it an honest look, you missed an opportunity of a lifetime. What would that cost you and your family? It is important to me, for you, to just take a look.

### **3. “I don’t have the money”**

**“That is that exact reason you need to take a look at this.” “What would it be worth to you and your family if you never had to say those words again?”**

I appreciate you sharing that with me, but let me ask how long have you been in the work force? And you are telling me you don’t have the money to spend a few hundred dollars that could change your life. May I make an observation here? What you are doing to build financial security is not working.

I don’t want to get too personal, but how do you feel about that? Would you like to be in a position to never have to say you don’t have \$366.00? That is the exact reason you need to take a look at this, because I can help you get in a situation that you never have to say those words again.

Let me tell you this company has changed my life.

If you don’t have the money today, isn’t it time to do something about that? I can help you change that by helping you create cash flow that you don’t currently have that can put you in a financial position that you are not currently in. Wouldn’t it be wise to take a look? It might cost you much more not to look.

Any business you ever start is going to cost money. It doesn’t cost anything to check it out and the start up is basically a deposit that is easily earned, with a minimum of effort. There is a lot of money on the table.

### **4. “ I don’t know anyone that has succeeded with one of those (those things just don’t work, etc. )”**

Find out their occupation then ask them, “Is there a right way and a wrong way to (sell real estate, write up a contract, fix a cavity in a tooth, etc)... well, there is a right way to do network marketing and a wrong way. I am here to help you do it the right way and be successful like the thousands of other successful people in this industry.

### **5. “I’m not into sales.” Or “I can’t sell anything.”**

Great! We’re not looking for sales people. Do you like to help people and share new ideas with people? That is all we do. We help and share. That is the exact reason you need to take a look at what we do because it will radically change your model of what you can do in your life. What if I showed you how to communicate in a style that helped you earn money? Would that be okay?

### **6. “Is this one of those pyramid things?”**

No. Pyramids are illegal. I wouldn’t get involved in anything illegal and I wouldn’t ask you to either. We are not a pyramid. We are simply a non-traditional business that provides the common man or woman with an uncommon opportunity and value.

Tell them that you prefer to refer to it as a “leveraged income matrix”, because unlike other pyramid shaped organizations (government, church, military, and corporate America!) a new person getting involved can exceed everyone above him. At a traditional job, you’ll usually never make more than your boss,

**7. “ I need to talk it over with my spouse.”**

That’s great. Let’s all get together. Two sets of eyes are better than one. And you should. He/she should be in on any decision that can change your life like this can. Can we get together with them now?

**8.”I don’t have any experience.”**

That is the best part. You don’t need any, and they have free ongoing training.

Hey, I didn’t have any either. Anyone can do this business.

If you are new in the business and are asked how much you are making, answer with one of the following responses:

I’m just getting started, but I feel it has great potential. Would you look at it and tell me what you think?

Oh, you wouldn’t make what I do! You might make ten times more, or you might make nothing. One thing I will share is that you will get paid what you’re worth, unlike most jobs out there.

I never say. It either intimidates people or it limits them on what they think they can do.

# Top Recommended Resources

The Bible

Think and Grow Rich by Napoleon Hill

The Slight Edge by Jeff Olson

The Master Key To Riches by Napoleon Hill

Transforming Debt Into Wealth by John Cummuta

Now You Know by Ryan Chamberlin (to order call 352-307-9974)

Start With Why by Simon Sinek

The Perfect Business by Robert Kiyosaki (CD)

Brilliant Compensation by Tim Sales with Dr. Charles King (CD)

The Strangest Secret by Earl Nightingale (CD)

Just Do It by Art Williams (CD) You can Google this and watch it on Youtube.

A lot of this material can be purchased at <http://www.nightingale-conant.com> or  
<http://www.Amazon.com>

# Additional Resources

The Happiness Advantage, Shawn Achor  
As a Man Thinketh, James Allen  
Multiple Streams of Income, Robert G. Allen  
Smart Women Finish Rich, David Bach  
The Automatic Millionaire, David Bach  
Start Late, Finish Rich, David Bach  
Start Over, Finish Rich, David Bach  
Debt Free For Life, David Bach  
The One Minute Manager, Ken Blanchard and Spencer Johnson  
Mach II with Your Hair on Fire, Richard B. Brooke  
The Aladdin Factor, Jack Canfield and Mark Victor Hansen  
How to Win Friends and Influence People, Dale Carnegie  
Acres of diamonds, Russell H. Conwell  
The Richest Man in Babylon, George S. Clason  
The 7 Habits of Highly Effective People, Stephen R. Covey  
The 8<sup>th</sup> Habit: From Effectiveness to Greatness, Stephen R. Covey  
Outliers, Malcolm Gladwell  
The Compound Effect, Darren Hardy  
Delivering Happiness, Tony Hsieh  
Rich Dad Poor Dad, Robert T. Kiyosaki and Sharon L. Lechter  
Cashflow Quadrant: Rich Dad's Guide to Financial Freedom, Robert T. Kiyosaki and Sharon L. Lechter  
Conversations with Millionaires, Mike Litman, Jason Oman, et al.  
The Greatest Salesman in the World, Og Mandino  
The 21 Irrefutable Laws of Leadership, John C. Maxwell  
Failing Forward, John C. Maxwell  
The Power of Positive Thinking, Norman Vincent Peale  
You Can If you Think You Can, Dr. Norman Vincent Peale  
You Were Born Rich, Bob Proctor  
Leadership Secrets of Attila the Hun, Wess Roberts  
Cultivating an Unshakable Character, Jim Rohn  
Seven Strategies for Wealth and Happiness, Jim Rohn  
The Art of Exceptional Living, Jim Rohn  
The Challenge to Succeed, Jim Rohn  
The Five Major Pieces to the Life Puzzle, Jim Rohn  
The Seasons of Life, Jim Rohn  
The Happiness Project, Gretchen Rubin  
True Leadership, Jan Ruhe, Art Burleigh, et al  
The Magic of Thinking Big, David Schwartz  
Little Things Matter, Todd Smith  
The Millionaire Next Door, Thomas J. Stanley and William D. Danko  
21 Success Secrets of Self-Made Millionaires, Brian Tracy  
The Science of Getting Rich, Wallace D. Wattles  
All You Can Is All You Can Do, But All You Can Do Is Enough, Art Williams  
Breaking The Rules, Kurt Wright  
Success Magazine  
Success.com