

Game

Newball

Plan 2001

6 Month Program

For people who are serious about their business growth...



Objective: To be or to break a Platinum IBO in 6 months

Target Group: Bell Curve Age group: 20 to 30 years old
DINK (Double income, no kids)
Mobile

Plan: 90/90 Plan or...
Next 20 to 25 weeks Plan:
4 to 5 Personal STP per week
100 Personal STP in 20 to 25 weeks

Requirement: A) LIST: 15 to 20 quality names per week
2 to 3 contacts per day to achieve that list

B) TAPES: Listen to a Contacting & Inviting tape every day.

C) EAGLE STRUCTURE

A New IBO: **How to Guide a New IBO**

- a) Have them buy the start up tools and help them to complete 100pv circle. (This will help them qualify for a PV Check.)
- b) Help STP on their initial list.
- c) Get them to the next association (Seminar & rally, function)
- d) Get them on Standing Order Tape Program
- e) Help them to be a CORE IBO – 8 Core Steps
- f) Help them to set up EAGLE STRUCTURE
- g) Help them to be a PLATINUM
- h) Identify 4 legs, and help each leg to go EAGLE
- i) Help the PLATINUM IBO to be a CENTURION

Is this Do-Able: A Diamond IBO did this in one year:

500 contacts → 300 Calls → 100 STP → 30 ECS (open mtg)

17 IBO's registered

Went on stage FED 2000 as NEW DIAMONDS