



We would like to take this time to welcome you to our PlumbLine GNLD Team. We are so excited to be working with you to realize your dreams and goals. Here you will find a very simple system that if followed, repeated and taught to your team, will provide you with a strong residual income. So, let's get started!

STEP 3

Application of Knowledge

- ☐ What did you read, listen to or watch today that taught you something about your new business or a GNLD product? *(This can also include books, CDs or reading websites on personal growth, understanding network marketing, listening to conference calls which are on my Plumbline Nutrition resource website: www.plumblinenutrition.com or Playbacks of Team Conference Calls as well as company calls can be found there. www.plumblinenutrition.com/ConferenceCalls.htm)*
- ☐ What 1-2 things did you find most valuable?
 - How do you see yourself integrating and using these 1-2 things in your business?
- ☐ Record dates in calendar for GNLD Live Conference calls – Every other Tuesday at 5pm **PST** 218-486-1400, passcode 33479

Follow the System

- ☐ **Email coach** every day to tell what you are doing. Usually your upline sponsor but not always. **Call** coach once a week at least. Set up a time.
- ☐ **Create Interest** - Listen for what's important or what's missing, ask questions about that.
- ☐ **Ask** your **Basic Qualifying Question** **BQQ** *(If I could show you how you couldwould you consider taking a look?)*
- ☐ **Invite** them to take a look at www.yourtimeisnow.net . Do it with them or set a time to check back with them as to their reaction. If they forget to look keep making appointments up to 3 times if necessary. Don't give up if the prospect is interested.
- ☐ **Invite** them to an **appointment or 3-way call** with your sponsor to present the company, products and business plan.

OR IF THEY ARE ONLY PRODUCT ORIENTATED . . . SEND THEM TO:

- ☐ www.gnldu.com -- Product information from the Experts
- ☐ PlumbLine Nutrition Resource Website: www.plumblinenutrition.com
- ☐ Listen to Conference Call Playbacks: www.plumblinenutrition.com/conferencecalls.htm
- ☐ **Invite** them to an appointment or 3-way call with your sponsor to present the company, and products

This IS the business!

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