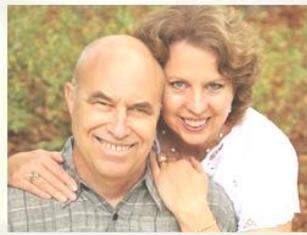


Mike & Marilyn PLUMB



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!

STEPS TO SUCCESS

Many people go to college for 4 years – consider this your “GNLD U” for business success!

CONTACTS

- Decide on an organizational system you want to use. Some possible suggestions might be “**Day Timer Planner**”. If you want to use a computer system the “**ACT**” program is very good. You should start simple and transition as the need arises. Record all important events, commitments, daily goals in your system. “**The fortune is in the follow up**” is a true saying. You can't follow up unless you are organized and disciplined.
- Pick 5 people** from your name list to contact in the coming week about business or product.
- Call or do a “3-Way” with Upline Sponsor**
It's recommended that it be a 3-Way to gain experience in presenting and answering questions. You will learn how to recruit with our team prospecting website and be supported with someone upline to you. As you gain experience and sign up distributors of your own you will in turn learn how to do **3-way** calls with your down line. See the link “**Recruiting Procedures**” to get an over view of the process.
- Add** names to your list
 - You will do that by people you meet as you are out and about doing everyday activities
 - Go through cell phone, Facebook, etc.
 - Write 2 good qualities about each person

Commit to some activity relating to your business every day and to making phone calls. Your success lies in doing this!

BUSINESS TOOLS

Listen to, watch or read something each day to further your understanding of how to do this business

Audio Visual:

- Watch DVD's
- CD's in the car are great! *University on Wheels!*
- Read Books! Continue reading the “**45 Second Presentation**” book – Explains network marketing and answers common questions you might have or receive.
- Optional:** Listen to call: “Basic Qualifying Question” replay
<http://www.goldenliferesults.com/audio/cc062506.wav>

Websites:

Familiarize yourself with the great GNLD websites we have for education & information. This will help you to know where to go for answers when asked a question. This is an important part of your education, which will lead to success.

www.gnldu.com - watch short videos -- excellent info on the flagship products in the PRO Vitality Pak

www.gnldtre.com – All about our newest product, *TRE' Essence of Vitality Drink*.

www.gnld.com - for a personalized **product website**. Having a website to refer potential candidates to is vitally important in this day and age. GNLD offers a personal website for \$9.95 per month. Go to (bottom of page) www.gnld.com or call Distributor Services at 800-432-5842 to set this site up.

www.carotenoidcomplex.com - complete product Information on Carotenoid Complex

www.gr2control.com - complete weight loss information

Team websites

www.m-mplumb.com - a master website that leads to other team and product websites

www.yourtimeisnow.net – Main **recruiting** website

www.goldenliferesults.com – Our team training website for business builders

www.plumblinenutrition.com – Our team nutritional information, personal growth and education

www.plumb.gnld.net – Company-sponsored website. *Nutritional, scientific data, ordering product and sign up.*

GOALS

- Attitude – Need a good attitude to succeed
- List goals – What do you WANT out of your business?
- Allocate time in direct proportion to your goals – how much do you want to earn? More time produces more income
- Get oriented to the system

The Plumb GNLD Team: Michael T. Plumb

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