

The

# GAME CHANGER



The team is headed up by Neil Young and Peter Rea. Between them they have a massive 40 years experience in Network Marketing. They have an excellent track record of building sustainable growth and empowering people to take control of their lives. They are committed and dedicated leaders who are relentless in helping and supporting people to achieve success.

They specialise in coaching and empowering people to escape dead-end jobs, become debt free, and enjoy an improved lifestyle with better health.

# Our AMAZING Team SYSTEMS

# Our Objective

To make it easier for people to be successful even though they have limited time, little or no experience and low confidence!

We knew if we could create a system that could make this possible it would be a GAMECHANGER!

It has taken us 2 years of trial and error! but WE DID IT! We have created an amazing ONLINE SYSTEM with a fully integrated SUPPORT PROGRAM. It wont stop here, we will continue to review and refine. Your success is our success

# Online!



**GAME  
CHANGER**



## Advertising Pool–Targeted Lead Generation Program

We have a fully professional marketing strategy on social media. This runs 24/7 to provide our team with **‘Targeted Audience Leads’**

We also coach our team how to run their own campaigns

NO NEED to spam people or hound family and friends! **UNLIMITED ACCESS TO NEW PROSPECTS!**

Most Network Marketers struggle with lead generation, **NOT US!**

# Online!



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## Presenting the Opportunity 'Done For You'

We run **7 x Online LIVE Presentation classes per week**. Monday through to Sunday so our team can invite their prospects onto a communal class to find out more! So they don't have to do it themselves!

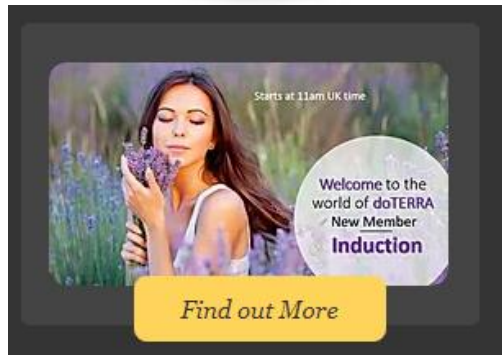
This is a fantastic way to encourage and reassure new people that they can start to build a team from day one!

You can see how 'it just got easier' for someone with limited time – no experience or lacking in confidence!

# Online!



**GAME  
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## New Starter Online Induction Class - 'Done For You'

This provides ALL new members with **Step by Step guide to getting started!** It provides clear direction through a series of specific steps, then encourages them to go back to their sponsor to agree the next call to action!

**This systematic approach provides great support to inexperienced builders, and seasoned networkers as it's very time effective and easy to duplicate!**

# Online!



## Strategy Session Online Class 'Done For You'

This is a **STEP BY STEP GUIDE** showing the various activities and strategies that a builder can implement to grow their business.

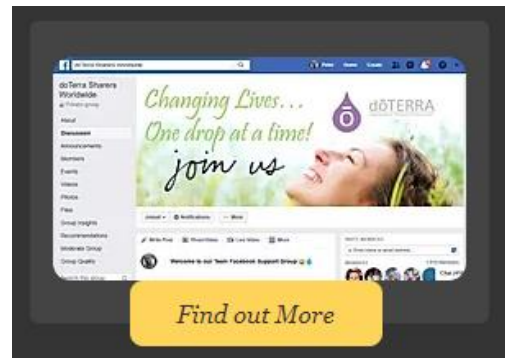
We follow a simple launch sequence, starting with the basics through to advanced methods of lead generation!

Again this provides **superb support to new builders who lack the experience or confidence to help guide someone who wants to achieve more.** We encourage ongoing communication throughout the various steps within the program.

**GAME  
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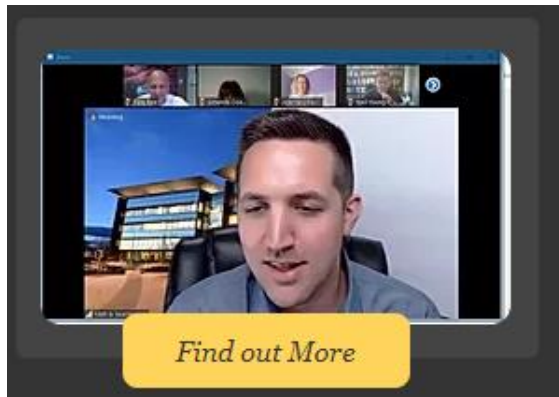
# Online!



## Team Facebook Groups

We run several secret Facebook groups; **this provides a great community of support.** We all support each other!

**From the very first Welcome Message, to sharing – testimonials - answering questions - educational information Inspiration – motivation - recognising achievements -Facebook lives etc - It's a vibrant community and an essential part of what we do!**



## Weekly Team Training Webinars

Every week at the same time we have people logging on from all over the globe to attend our LIVE webinar.

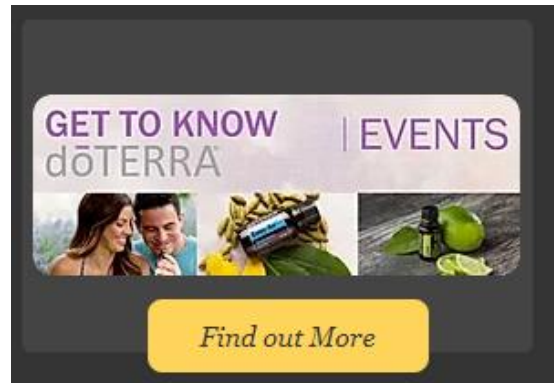
We create much diversity, from product testimonials – business trainings - to special guest speakers! We log on early and enjoy a little social interaction with our extended family being our team!



# Online!



**GAME  
CHANGER**



## Monthly Online Customer Evenings!

Every first Thursday of the month we hold a **Customer OPEN Evening**. This is **100% about product and associated health protocols**. We do not mention business at all.

It provides us with a great opportunity to reach out to potential customers and into our team to provide free education providing more value and growth within the team!

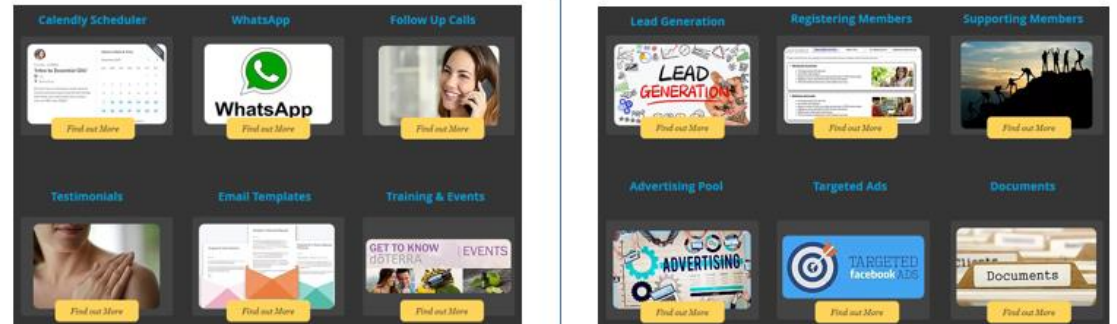
# Online!



## Team Resource Site

Everything you could possibly need to build a successful business, all in one place, orderly and accessible - documents - video tutorials - downloads etc..

### A glimpse of our.. **Team Resource Site**





The **WHOLE** is greater than the sum of it's parts!

The

**GAME CHANGER**

System Creates Success!

# Specifics! - Team SYSTEMS



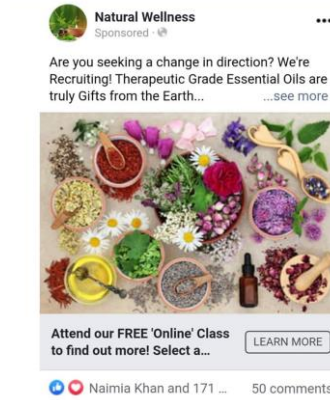
**Duplication is what creates the Exponential  
Growth – the Success the wealth the freedom**

**It is all about the SYSTEM, the WHOLE SYSTEM  
and nothing but THE SYSTEM!**

- ✓ Know the way
- ✓ Go the way
- ✓ Show the way

LEAD

- ✓ Ad pool
- ✓ Own Facebook ad
- ✓ Other...



INFO

- ✓ Email (template)
- ✓ WhatsApp (template)
- ✓ Messenger/Text (template)
- ✓ Reminders



CALL

- ✓ Phone (script)
- ✓ Rapport
- ✓ Book class if not already
- ✓ Agree to speak after class



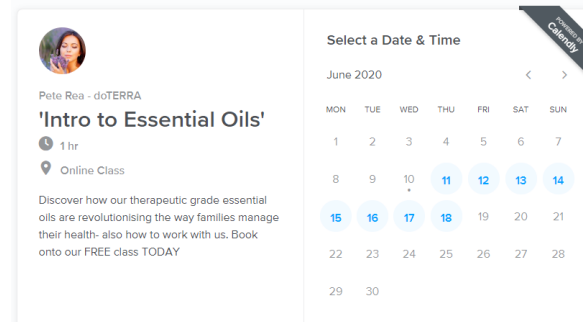
Links from email/WhatsApp messages

4 min-video: <https://youtu.be/NLYPZ1c4IzA>

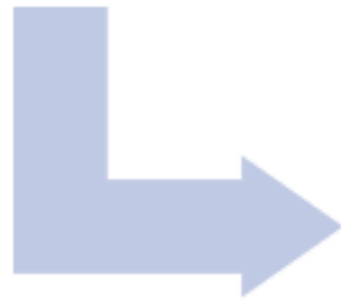
4 min-video – Growth in Europe: <https://youtu.be/IDLLe4s3t2k>

Book Class: <https://calendly.com/pete-rea/intro-to-essential-oils-1>

# CLASS



- ✓ Class is the KEY
- ✓ WhatsApp REMINDERS
- ✓ Extra Video clips leading up to class!
- ✓ Welcome them on early if you can



# FOLLOW UP

- ✓ On Zoom wherever possible
- ✓ Ask what did they like best?
- ✓ Ask if they have any questions?
- ✓ Reassure them support/systems/screenshare
- ✓ Ask would they like to Join doTERRA?
- ✓ If you are NEW your enroller will help you!



# REGISTER

- ✓ Do this TOGETHER on zoom
- ✓ Don't send them your link to do it on there own!
- ✓ Your enroller will help you
- ✓ There are some things you need to do whilst they are still on zoom with you!





## CONNECT ON FACEBOOK

- ✓ Do it whilst they are still on zoom with you
- ✓ You cant add them into team FB group without you being connected

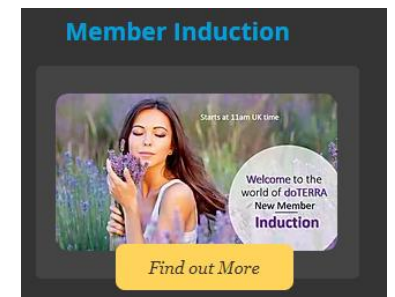


## SHOW/INVITE IN GROUPS

- ✓ Show them the Sharers group  
Tell them you are going to WELCOME them in this group – tell them it's where we share team info
- ✓ Add them in the group, tell them to accept invite!
- ✓ I add them into Essential Gifts of the Earth as well

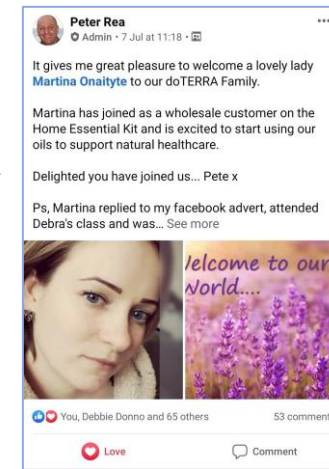
## SHOW/BOOK INDUCTION

- ✓ Go onto resource site, explain it will take 1.5 hrs
- ✓ Ask when do they think they could complete it by?
- ✓ Book review in there and then!



## WELCOME IN SHARERS GROUP

- ✓ Grab a nice picture of FB of them and WELCOME them in the group!
- ✓ Ps, if you want people to welcome your new member... welcome theirs!
- ✓ This Welcome provides great community spirit!



## INDUCTION REVIEW/IDENTIFY PRIORITIES

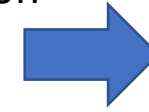
- ✓ Review their induction (To-do list)
- ✓ Ask if they have any questions
- ✓ Identify their priorities

## BACK OFFICE NAV/SET UP LRP

- ✓ Show them around
- ✓ Set up LRP
- ✓ Show them how to edit LRP so they are confident to be in control
- ✓ If they are on a phone you log in via Desk Top and share your screen

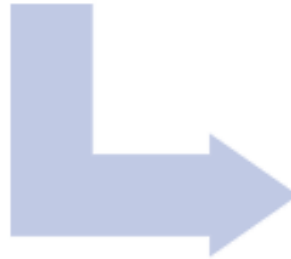
BUILDERS/POINT TO  
STRATEGY  
SESSION/AGREE  
REVIEW DATE

- ✓ If they have confirmed they wish to earn an income, point them to the Strategy session on the resource site
- ✓ Agree when to review this with them
- ✓ This is about exposing them to the various activities that can be implemented



REVIEW STRATEGY  
SESSION/AGREE  
ACTION PLAN STEPS

- ✓ Review, get some feedback
- ✓ Agree the first, few steps, and when they plan to action on them!
- ✓ Offer encouragement, create some energy!
- ✓ Reassure them of your support through
- ✓ The steps of action!



SUPPORT/KEEP GOOD  
CONTACT THROUGH  
AGREED STEPS

- ✓ TEAMWORK makes the DREAMWORK!



CONTINUE TO  
LEARN/COACH/PROMOTE  
TEAM SYSTEMS

- ✓ As an inexperienced builder you MUST continue to grow by being a willing student!
- ✓ Work diligently to create DUPLICATION in your team!



KEEP SETTING A GOOD  
EXAMPLE/LEAD FROM THE  
FRONT

- ✓ The best way to lead is by EXAMPLE!
- ✓ Make Progress yourself
- ✓ Inspire your Team



DON'T GO INTO  
MANAGEMENT MODE!

- ✓ Your team will do what you do!
- ✓ To make fast starts, to rank advance, to help your team, you MUST continue to enrol...