

Taking Ownership

No Limits

Millionaire Training

25<sup>th</sup> November 2006

Radisson SAS Baypoint

Welcome to Taking Ownership Millionaire Training

Video clip with John Di Lemme

Recognition – Congratulations

Taking Ownership of your MINDSET

2 to 5 Year Process

Once the process gets in you it gets out of you.

- Decide on making decisions not excuses. The most profitable decision you make in your life makes you the most uncomfortable.
- Allow personal frustration to drive you
- Be in the sport of building your business.
- Its all about us making a difference in the world..
- You have to want it bad enough to be criticized by it.
- Ask yourself, 'If everyone in my business did what I did today how much would my business have increased'.
- How proud would I feel with what I'm building if I were my own sponsor.
- Never be satisfied with the good when excellence is round the corner.

Taking Ownership of your BRIDGE and WHY

The Bridge

- Where were you in the past, where are you now, where do you want to be.
- This is the Bridge which gets your prospects to know who you are.  
(Testimonials)

My WHY

- What's a dream. It is a connector to get you to your destination.
- What kind of Dreams do you have for yourself, your family, your business.  
Your dream will disconnect you from your past and connect you to your millionaire future.
- If your dream does not require a miracle, it's not large enough.
- Your dream has to be stronger than the negative people around you.
- Your friends and family may be against you but your greatest friend needs to be your WHY. (Testimonials)

Taking Ownership of PROSPECTING and INVITING

You are in Neways not when you enroll but when Neways is in you.

- Become a prospecting machine.
- Commit to 50% prospecting, 50% training.
- Be aware of fear of rejection.
- Rejections gets very strong when you are about to have a break through.
- There is nothing you can say that will sell your business except yourself.(Mindset)
- Know prospects will have objections.
- Objections = questions = answers
- Ask qualifying questions and sift.
- Invite.
- Role Play.

## Taking Ownership of an A-Z PRESENTATION

### Step 1

- Welcome Prospect.
- Talk about your Bridge and your WHY
- Be Direct. Inform prospect about your intention of closing him to be part of your team as you believe in him.
- Closing is an opening of a long term business relationship.
- Presentation will take 1hr. 20 min presentation 40 min for discussion. At end of presentation you will ask prospect a critical question.
- Go through Flip Chart. Get him in touch with HIS dreams.
- Ask critical question: “What do you like best about the business”
- Allow time for him to talk. Actively listen to what people say and they will recruit themselves in the business.
- Never look at a prospect look in him.
- Answer any queries.
- Then ask, “Are you now ready to join the team”
- If yes, sign him up. Give him a copy of your WHY card, It’s your life DVD, ask him to write a list of his goals and WHY, what they expect out of the business and a list of 10 prospects with 3 attributes of each. Meet up within 48hrs for Step 2.
- If not ready yet, give him a blank sheet of paper with your name and contact no. and write down, “Questions for \_\_\_\_\_” Call him within 48hrs and answer questions on phone. Invite him to enroll. If Yes invite to Step 2. If not invite him to product event and put him on your drip list.
- **Tell him not to talk to anyone yet about the business.**

**PS:** For Step 1 you can invite more than 1 prospect. At the end of the event the upline will need to stay behind to discuss with his leader how much time he is willing to commit for the next 6 months and begin to develop his WHY/dream

## **Step 2: For Enrolled people only**

- Collect tools.
- Finalize their goals, WHY card, affirmations
- Discuss 10 prospects + 3 Attributes and role play conversation until new prospect is confident enough to do the prospecting herself.
- If still uncertain meet up with him again until he masters conversation.
- Set appointments for his new prospects and repeat Step 1.
- Tools: Smart Income and Check out the biz.
- Inform new recruit about his training of attending a Products Event, a Marketing Plan Event, a Mastering Techniques Event and Self Development Seminars.

## **Training**

- Duplicate effectively so each week every team will organize 1 product event, 1 marketing plan and 1 mastering techniques session.
- Organise a Dream Building and Self Development session with your team twice a month.
- If Step 1 session is for more than 1 new prospect, the upline will need to stay behind to discuss with his leader how much time he is willing to commit for the next 6 months, and begin to develop their WHY/dream

Company Procedures - Alexia King

CHEQUE BUILDING

FRIDAY 1<sup>st</sup> DECEMBER- ITALIAN MARKET

THANK YOU

## Dealing with queries and objections

Q: Why did you tell me about it?

A: Because I believe in you and I see something in you that you might not see but I believe in you.

Q: What do you sell?

A: I sell a dream a vision, hope, ....., an opportunity , a change in mindset, freedom.

What do you do with your life that keeps you excited?

Few people make it in this business!! Correct but I will teach you and mention you to reach the success I have achieved.

This is all blab la ....!!Maybe! What is it you do with your life that keeps you excited?

Do you believe in what I say??I believe in you

Q: I do not have time?

A: Why??

How long will you allow this to happen in your life?

How does it feel you know that the vehicle to become financially and own your future and you are giving up on it? Ok!!Write down this equation TIME & CONTACTS Money for me .Take advantage of ...time for your contacts.

Q: This is a scam??

A: Tell me exactly what you heard. Ours is different .Are people in scans and pyramid scheme financially free? NO! We are. That's what happens if you join my team .We teach and support you to become financially independent. I have the key to now get you on the right path .

Are you in the right path in life in achieve what u want?

I care about more about your future that yourself.

Q: I have discusses it further.

A: Help me to understand. What is it you want to discuss more? I am here to assist you obtain all the information you need.

Q: I need to decide we'll talk next week! Let's be direct what's going to be so difficult from now till next week to make you decide?

Q: I feel you are pushing me!

A: Right, you are correct I'm pushing you because I believe in you and I see in you what you currently cannot see in your self your dream.

Q: You have to buy each month!

A: Change your mindset and understand that everytime you consume these products you are 1<sup>st</sup> step closer to financial freedom.

Q: I'm not quite sure?

A: Please explain your concern so I can supple you with the answer you need/deserve to make your decision to join the business.

Q: I'm still not sure.

A: Right, so take this paper with my tel and mob number, jot down the queries you have and I'll call you in the next 48hrs and I will answer all your questions.

If someone keeps asking details you'll say "assuming I can answer your question/concern/objection are you ready to team up today to launch your career?"

Q: oh no is this Newways?

Absolutely, are you involved in it? No. Why? What makes you say that? What have you been told about Newways/Networkmarketing?

Q: I have heard about it!

A: Great, are you involved? Which company are you in that will absolutely predict your future? I disagree! Great in the word disagreement there is agreement.

Q: I don't like challenges/changes?

A: In the word Challenges there is the word change and inside change there is hand and if you don't change you will hang in what u do.

Q: I don't like money?

A: Ah Great. Our focus is on self development and giving service/support to others. People who just focus on making money get broke. We teach the power of self development and investment.

Q I'll give it a shot!

A:Don't give MLM a shot otherwise you're dead. Say I'll do it.

Q: Will you guarantee success!

A: Absolutely, I can guarantee success cause if not I'll be a failure like anyone else.

Q I don't like taking decisions!

A: But you like to dream don't you! In life you either make a decision or you make an excuse.

Q You don't understand!

A: I understand. The enemy is demolishing you. Let's get over that.

Q: Why do I have to make a decision now?

A: Because champions make decisions and decisions make champions.

Q: I was in Newways and I left.

A: Why did you leave MLM? Are you still broke now?

Q You don't know what I've been through!

A: Do you want this to happen in your life!!

Q I don't believe this can work!

A: I understand your negativity but show me a better way and I'll go for it.

Q: There's a lot of competition!

A: What's the problem it's a healthy competition. Competition creates champions.

Q: This won't happen. I know many people who have spent lots of money on it and never earned a cheque!

A: Why? How could this be? What did not work for them?

Q: I'm unlucky!

A: This has nothing to do with luck. Do you think winning the lottery is luck? People who win the lottery are broke and worse than ever. You can't give money to a broke person he'll remain broke.

Q: I'm afraid!

A: what are you afraid of? This is why I promise my support to teach you and train you to achieve success.

Q: They're taking you for a ride!

A: Stop you're stealing the dream of my life. I believe in my dream and I will not allow you to steal my dream and that of my family. I understand this is not for you. No problem, maybe it's not the right time. What are you doing besides wasting your dream?

Q: How much money are you making?

A: Sounds like you're interested seeing you want to know how much income I'm earning. What income did you start off with in your job? How long have you been working? How many times did your income double in the past 6 months, 5 years, 10 years? Mine doubles every 2/3 months.

Q: Who do you think you are?

A: Since you ask I am an action taking, fear demolishing, record breaking, mind blowing millionaire in the process. Who do you think you are? What have you been doing besides wasting your dream.?

Q: It's a cult!

A: Yes it's a culture.

Q: What is it?

It's a financially secure company with an experienced and diverse management team positioned in front of the next billion dollar trend. I'm associated with a team of local entrepreneurs and business people. I found it – it's the Key to Unlock My Dreams All I have to say is you are going to love it!

Q: I'd rather do something else!

A: Great which company are you in that will absolutely predict your future.

Q: I disagree!

A: Great in disagree you find 'agree'



Write id number and password.  
Click on review order  
Click on quick order  
Write down item code and click on input  
Write down quantity and click on add/amend  
Click on check out  
Your home address should pop up  
If you want your order to be delivered at home than leave everything as is  
If alternatively you want to receive order at different address  
Clear delivery address details and write alternative address (ex work address)  
Write telephone number starting with 00356 21.....  
For destination country select malta  
Click on ok  
Click on accept  
Enter your details and visa number with expiry date.

### Important Points

Deliveries: One can have his/her order delivered to any address of there choice in Malta or Gozo by giving address at time of ordering.

Please note that The Network Support Office is not responsible for checking that application forms and 1<sup>st</sup> order handed in at the office have been processed successfully by Neways. As a Sponsor the responsibility lies with you to check this for your new team mates on your downline report. If application forms and orders handed in at The Office are not showing on your downline report within 3 working days please notify Neways Uk immediately. This also applies to any order placed not just 1<sup>st</sup> orders. It is vital to the growth of your business to show your team mates how to double check online that there orders have been processed.

How to obtain a password

If you require a password for online ordering go to the Distributor Centre at [www.neways.co.uk](http://www.neways.co.uk) click on "APPLICATION FORM" and submit your details.

Please enter your full nine digit Neways ID No.</FONT>\*

Please enter your full name\*

Please fill in your address\*

Telephone No.\*

Please enter your email address.\*

Please re-confirm your email address\*

We will require your email address to activate your password.

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**Password applications received after Wednesday 4pm and before Monday 4pm will generate a password on Tuesday. Applications received after 4pm on Monday and before 4pm on Wednesday will generate a password on Thursday.**

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**You will need to retrieve your password as follows, go to the login screen at [www.neways.co.uk](http://www.neways.co.uk) after 5pm on the day of generation. Enter your ID number and click on the password reminder button. A copy of your password will then be mailed to your registered email address.**

**Please note that you may need to check your email accounts Junkmail or Spam Filter if your password does not appear in your Inbox within two hours.**

I have read and understood the procedure for retrieving my password as outlined above in red.\*

Clear Form

(\* indicates mandatory field)

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Please leave this page out!

*Receiving your order at home!*

- All orders will be delivered to the address specified on the invoice. So make sure you give Neways Uk the correct delivery address at the time of ordering.
- Deliveries at the specified address will take place between 9am and 5pm. For those of you who are not home during this period of time, you may get your order delivered at your place of work. All you need to do is to give Neways a specific delivery address at the time of ordering.
- Should you not be available when delivery is effected to your specified address, a "not home card" will be left in your letter box.
- You can either...
  1. Pick up your order from the Pony Express offices in Tower Street B'Kara
  2. Or you can call 99490833 and arrange a 2<sup>nd</sup> delivery at an extra charge of 95c per 10 kilograms. Most Neways packages weigh less than 10 kilograms.

Delivery fees are charged at a flat rate of only ten pounds sterling (GBP 10) per order.

Shipping is organised by The Network Support Office. Should you have any shipping queries contact The Network Support Office on 21472502 or e-mail [network2@waldonet.net.mt](mailto:network2@waldonet.net.mt)

Here are some frequently asked questions regarding the deliveries for your perusal:

Questions are marked in Red and answers are in Blue

**But I work, I am never at home to receive my order!**

Don't worry, please note that you can give Neways (at the time of ordering) any address that is convenient for you (on the Maltese islands). You can receive your order at work, at a neighbour, relative or at your sponsors house! If your job does not permit you to receive an order there and you have no relatives or friends and your sponsor is out of town, you can pick up your order from pony yourself.

**How do I know when I am to receive an order?**

An order usually takes slightly more than 2 weeks from time of ordering to the time it reaches your door.

Here is how it works.....

Cut off time for ordering is Friday midday. So from Friday midday up until the next Friday midday all orders wait for each other. These orders are put together on pallets and shippers collect these pallets on a Wednesday (pallets are collected every Wednesday). Shipment arrives in Malta the following Wednesday (unless held by very bad weather or public holidays here and abroad).

Deliveries are affected between Wednesday and Monday, if one of these days is a public holiday deliveries will continue on the following working day. If you understand this you will always know when your order is due. **The Network Support office can also confirm that your order has actually arrived in Malta. Manifests of new shipments are usually available from Wednesday afternoon.**

**Will Pony Express call me before they deliver my order?**

No, pony express will not call you before delivering your order. It is best for Pony to use their resources to deliver in a timely and efficient manner rather than having to stay calling everyone up before delivery.

When the delivery man delivers my order to me, can I ask him to check my order with me just in case something is missing?

No, the delivery man is not obliged to do this; in fact your order is always sealed. If when checking your order there happens to be something not quite right, (missing items, damaged items, etc) its Neways you have to contact on 102100441480862700 ext 2 please quote order number. The delivery people at Pony will just ask you for a signature that you have received the box and they will be on there way.

I made my order 2 weeks ago and it has not come. Who do I call and what do I do?

Firstly, when making an order always check your down line report the next day to see if your order shows online. If it does not show, contact Neways. If you do not have a password, either ask your upline to check for you with their password or check your visa transactions to make sure that Neways has taken payment.

If your order does not come after 2 weeks please contact The Network Support office on 21472502 or you can call Neways directly on 102100441480862700 ext 2

What happens if I am out when pony delivers?

If Pony Express delivers and you are not there they will leave a 'not home card' in your letter box. When this happens you have 2 options .....

You can, either go to Pony and collect your order. (Please do not go on the same day you find the 'not home card' as your order will still be in the van with the delivery man)

2. You can call Pony (99490833) to arrange a re-delivery of your order, this incurs an extra charge of 95c payable to Pony Express.

If you require further information do not hesitate to contact The Network Support Office on 21472502 (office hours below). Please note that any queries should be brought to the attention of Alexia King and Alfred Difesa at The Network Support Office.

The Network Support office  
No 21, New Steet Qormi  
T:21472502

Opening hours are Mon 2pm to 7pm, Tuesdays Closed, Wed to Fri 2pm to 7pm

This office is used as a point of reference for us Neways distributors in Malta since Neways do not have a physical office locally. The main purpose of this office is for distributors to.....

1. Process application forms and 1<sup>st</sup> orders and collect starter packs.
2. Acts as a reference to your queries to lead you to the right contacts.