

CONGRATULATIONS!

You have just made a decision of a lifetime! You have taken a step towards achieving your dreams by joining the perfect business vehicle.

This Getting Started training should ideally be done with your sponsor, so that your sponsor will know what YOU want to achieve in your business.

Take your business seriously, just because you haven't invested loads of money into your business doesn't mean it does not deserve the necessary commitment. If you run your business like a hobby, you'll get a hobby income. Run it like a serious business and you'll earn a big business income - to run your business like a business you should implement the information in this booklet.

The purpose of this booklet is to get you started as quickly and as effectively as possible, to help you avoid some of the common pitfalls and help you on your path to success.

It only works if YOU take ACTION!

My 5 year date is:

Day	Month	Year
<input type="text"/>	<input type="text"/>	<input type="text"/>

VERY IMPORTANT: DON`T talk to anyone about your business before you have completed ALL your training. Your upline is going to show you how to contact your prospects in a very professional way and is going to assist you with your first calls and presentations. So be patient!😊

What You Need to Know First

All those who are achieving success in our team started off just like you - by going through the Getting Started. Whatever you're told by your upline will be in your own interest because they all want you to succeed.

This business is no 'Get Rich Quick Scheme'. To see maximum benefits from this business you need to be patient and accept the fact that you will not become rich overnight. If you want to get the big fat cheques, you need to be happy with small cheques first. All the top earners in Neways started with a €3 or €6 cheque. Many did not even earn a cheque in the first month or two! There is a sowing season and harvest season but they are 2 different seasons. It will be a big mistake if you expect to do the sowing and reaping at the same time.

In fact, the only people who lose in network marketing are those who never start or those who quit too soon.

Although the business is fun to do and much easier than normal jobs, it is not 'Easy Money' and you will not be receiving cheques for nothing. There will be challenges along the way during which you need to be determined, persistent and focused on your dreams and goals. No one has it easier or more difficult than others. The same challenges are faced by all those doing the business. Look at challenges as a vital part of your learning experience.

"Strong timber doesn't grow with ease. The stronger the wind, the stronger the trees." J. Willard Marriott.

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1

My Success Journey

1.1

Important information

Your Name:

Neways ID: Neways Website Password:

1. Your Sponsor's Name: Mobile:

Phone: E-mail.....

2. Your Sponsor's Name: Mobile:

Phone: E-mail.....

3. Your Sponsor's Name: Mobile:

Phone: E-mail.....

4. Your Sponsor's Name: Mobile:

Phone: E-mail.....

Upline Diamond Name: Mobile:

Phone: E-mail.....

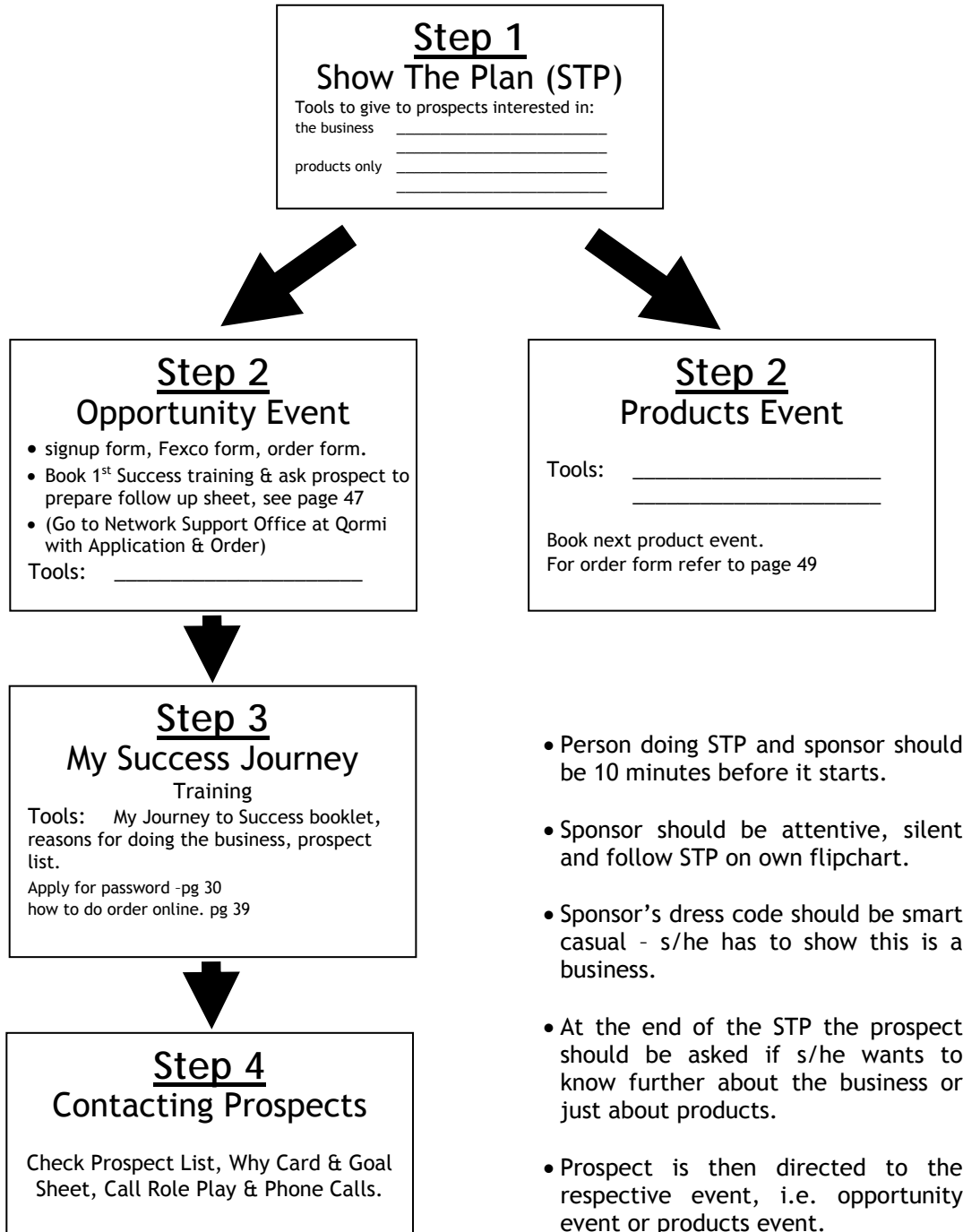
Neways Address: Neways Europe
Kouterveldstraat 20, 1831 Diegem, Belgium

E-mail: customercare@newaysonline.be

Phone: (1021) 0032 2711 6998 Free Phone 800 62033

Fax: (1021) 0032 2711 6980

Save Your Self Time Energy & Money!



and the cycle begins again ...

MAKE SURE you attend these Events
 Products Event, Marketing Plan, Show The Plan Training, Phone calls Training & Distributors’ Event

Commitment of Distributor

I make the following commitment to myself in order to build a successful Neways business and ensure a secure future

I will:

- Devote at least ____ hours a week to my business
- Spend daily self development time and
- Look upon my first year as a learning experience

I will build my business for at least 1 year and then I will evaluate it accordingly. I recognise that the people I sponsor are my responsibility. My first responsibility is to become successful myself and then duplicate this with my people. I will faithfully follow the system so my efforts can be duplicated.

I am also committing myself to you and my upline that I will reciprocate the efforts you are doing to assist me in building my team.

Signed Date

Commitment of Sponsor

I commit myself to support and provide you with all the necessary assistance required. My responsibility is to give you what I believe is the best advice for you to reach your goals.

Signed Date

This is your copy

Commitment of Distributor

I make the following commitment to myself in order to build a successful Neways business and ensure a secure future

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Signed Date

Take out this page and give it to your sponsor

Things that you don't need to be successful in your Neways business are:

1. College/University Education

Many people have been successful in Network Marketing without having college degrees. It's quite possible and indeed common to build a large organisation without having a degree. If you have a degree then that's great but it's not necessary for success in Network Marketing.

2. Approval

You don't need approval from anyone except yourself. You might find that your spouse does not approve of your Network Marketing business. In fact many people have built huge businesses without the help of their spouse.

One of the hardest facts in this business is that not everyone is ready for success, not every one can see the opportunity that you have seen. Don't be surprised to find that some of your closest friends and family members will ridicule you, not join your organisation and not even listen to a presentation. They might tell you "horror" stories of people who got a horrible rash from just drinking that stuff or have a garage full of that stuff they can't get rid off.

These types of people are dream stealers because they have no dreams of their own. It's best to thank them for their advice and get away from them as quickly as possible.

3. Friends and Family in your network

If you have your friends and family join your network then that's great. But sometimes the hardest presentation you ever give may be to your family member or your best friend. Sometimes you can't be a prophet in your own land. Network Marketing is full of individuals who have built their businesses without having a member of their family in their group and with people with many family members in their group.

4. Cheap advice

Sometimes new distributors tell their friend and family about their new business and get all kinds of advice from people who never built a network. If you want to know how to drive a car, get advice from an expert instructor. If you want to know how to build a network, look to your sponsorship line and find someone who has already built a network. Those are the people to get advice from. So watch out your circle of influence. Make sure that the people who influence your thoughts and actions are positive, productive people who know what they are doing and where they are going!

5. Perfection

You don't need to know every single thing about your product line or you don't need to wait until you can do the perfect presentation. If you do, you'll be waiting for ever. Don't make the mistake of thinking you have to know every thing about your comp plan before you get started. This is a business where you can earn as you learn.

1.5

Things you do need to Succeed

The things you do need to be a success in Network Marketing

1. Desire

You need a burning desire to do this and get out of the Rat Race forever. If you understand how this business works and have a true desire to help yourself and others - you're already 90% there! The average person is happy with their lot. The people who desire for a better way are the ones that change the world.

2. Enthusiasm

It's better to be ignorance of fire than knowledge on ice. Get enthusiastic about this business. Approach your business with the adventure and excitement it deserves, don't attempt it- jump in and just do it!

3. Action

You have to take action to achieve success; will you make mistakes along the way? Probably...but the great thing is that mistakes are part of the learning process and strengthen you for the long-term. This get started training and the guidance of your sponsor will make sure you don't make any mistakes which will harm your business, so relax and don't be afraid to move ahead. Knowledge without action is nothing. You've got the knowledge you need...now lets get started.

1.6

Successful steps to follow

- Define your dream and set your goals

You have to decide where you want to go with your Network Marketing business - do you just want to get your products for free or do you want an extra €300-€500 a month coming in to cover some credit card payments? Or do you want to develop complete financial freedom? To reach your goals you must first determine what they are. Then set a deadline to meet them.

You must write down you goals. Make sure they are specific and measurable. If you follow a step-by step system you can achieve financial independence in this business in 2-5 years. Think about what you would like your 2-5 year plan to be.

Reawaken the dreams you used to have, dream build with your spouse and your sponsor. We get so busy with the day to day business that we lose sight of our dreams. It's important to connect again with your burning desire that will keep you focused and motivated during the early development stages of your network marketing career. Then fill out the goal sheets starting from pages 25.

- Develop Your Why Card + Vision board

Once you have your dreams and goals written out you have to develop your "Why Card" This is a daily reminder of why you are building your business. Some days will be challenging and saying "your Why" every morning will keep you laser focused on your dream. When you say your why every morning it fires you up and puts you in the right mindset to attract the people you want in your team. Personalise your Why Card.

Once you have done this the next step is to develop your visualisation. This is where you spend at least 15 mins every day either in the morning or in the evening visualising what you want to achieve in your business. Scientists have discovered that there was no difference in performance between athletes who practised their sport physically and those who practised mentally. The power of visualising what you want to achieve is incredibly powerful.

- Say your affirmations daily

You can create your future with your words as well as through your mental images. Use this to propel your business. How much do you want to earn? What kind of people do you want to attract into your business?

On page 30 there are some examples of affirmations you can say aloud to yourself every morning. These are examples that you can use or alternatively you can formulate your own. It's important that you say them every day aloud and with passion. Success in your business is a daily process and part of the process is speaking your future into existence.

- Begin your road to success

On page 37 you will see a numbered grid from 1 to 100. This represents the number of presentations that you do. Every time you do a presentation tick off one of the numbers starting with no 1. Eventually somewhere in those 100 presentations is a real superstar who could be the next top earner in Neways. Keep focused on your 100 presentations and you will find that person. Quit and they will be found by someone else.

- Allocate you're a number of hours a week in your diary

This is a business of your word and keeping appointments. To build your business effectively you must schedule a number of hours a week in a manner that suits you. You are already living every 24 hours in a day - to change your life you have to change the way you use your 24 hours. If for example you allocate 7 hours a week exclusively for building your business, here's what is recommended:

Allocate your 15 minutes daily for self development such as:

- Getting Started CD
- Secrets of a Dynamic Day,
- The Greatest Networker e-book
- (see vitamins for the mind on page 20 for further reading,

When can you do your presentations this week? Allocate these slots before actually doing the phone calls.

When are you attending an opportunity event and what other event are you attending this week? Ask your sponsor for this week's events list:

... such as Distributor's, Products, Marketing Plan and Opportunity Events.

Work closely with your sponsor to determine how to schedule your 7-10 hours a week for the first few weeks of your business. Find out all the dates of the up and coming functions in the next 90 days so you can schedule your work and other obligations around them. Also learn the dates of any annual conventions and conferences - these are major events critical to your success and you want to make sure you're at these.

- **Get your business building tools**

You greatly enhance your chances for high level success when you have the resources you need to compete effectively. Make the investment in yourself. Follow this specific system.

- **Add to your list of prospects daily**

Don't wait till you have contacted all the people on your current prospect list before thinking of adding new ones. You meet new people more often than you realise. Start a conversation with them and build a relationship with them. Once a certain amount of trust is established between you - you have acquired yourself a new potential prospect! Add him to your list starting at 27. All that remains now is for you to actually offer the business to him/her.

- **Book your first presentations**

Work with your sponsor or upline in this area, especially initially, because it is very likely that they will be doing these first presentations for you. Your contribution at this stage should be to pick the names of prospects from your list and contact them to make appointments for your first presentations. Page 35 has been added for this purpose.

This is a business of making appointments and giving presentations ... and then duplicating yourself by teaching this process on

- **Learn the core qualities of a leader**

Top networkers have key qualities, many you may already have put into action. To be a leader and set an example that others can duplicate you must learn the remaining ones. Once you have made a commitment to these key qualities you must identify and work with the people in your organisation who are willing to make this same commitment. Let's take a look at these core qualities: These are explained in detail in the next section.

- Use all the products

This means that if your company has a product - you would never buy a competing product for any reason. A brand x product purchase means giving your profits to some one else. This kind of practise will put you out of business quickly. You must use all your company's products that apply to you and be able to talk knowledgeably and enthusiastically about them- to effectively build your business.

The products drive the business. If people don't believe in them, they eventually stop using them no matter how great the company is. If you are not using the products, you are not doing the business.

- Develop a consumer group

These are people who are not interested in building a business at this time but are willing to become of customer. This group of customers allows you to earn some retail income and help build your group volume. It's a good idea to develop a base of at least 10 retail customers.

- Make regular presentations

When you start your business you need to be making at least 1 or 2 presentations a week to build your business in your allocated hours a week. As your business grows then you may want to increase this to say 3 to 5 presentations a week. Not all these presentations will be for new prospects; some will be for members of your team as you train them and build depth.

The essence of this business is making presentations and you must consistently make presentations if you want to build your business.

Don't think that you can build your business by reading manuals, filling out forms etc, whilst these things are important they are a support to the real business of making presentations to prospects.

- Attend everything

Events are an important part of your business to attend all that you can. Going to events, helps keep you focused and provide crucial training. There will be business presentations, product workshops and conventions; you'll find it useful if you book your holiday time around them, so that you never miss one. S/he also takes his team with him to these events.

- Spend daily self development time

Your business will grow only as fast as you do. Initially you'll need recruiting and training skills, later you'll need to add management and organisational skills. Ultimately you'll need leadership, communication and empowerment abilities. To develop others you must first develop yourself. *It's important to start your day with the right mindset*, to do this you might meditate, exercise, listen to inspirational tapes and read personal development books, see the back of this book for a recommended reading list. Set aside the time and stick to it. Start with 10 minutes and build up to as much as an hour, you'll notice the benefit.

- **Be teachable**

In order to build your business quickly and effectively, you have to be willing to be shown how and coached. Network Marketing works in a different way to traditional business. Your sponsor has learned the methods, strategies and techniques that work best in your business. They will work with you and teach you everything they know, learn from them.

- **Become accountable**

Network Marketing is a business of relationships and relationships are built on trust. To earn and maintain that trust you must live up to your word. We must set a standard of integrity much higher than the corporate world.

Accountability means that we call people back when we say we will, when we promise to work with someone we follow through, and when we commit to attend an event we are there on time. It means never approaching someone else's prospect or attempting to steal distributors from another line. In the network marketing, we create a culture of trust and mutual support.

- **Edify the organisation**

You must learn to edify your sponsorship line, when you point out the successes and accomplishments of your sponsor then it makes it more effective when your sponsor comes to work with your prospects and distributors.

Sometimes your friends and relatives aren't ready to accept that a powerful, positive concept can come from you. By using your sponsorship line you'll have the support whilst you develop the initial success and credibility.

- **Follow the system**

Leaders understand that long-term success and walk away residual income comes from following a step-by-step duplicable system. This means that everyone in your organisation uses the same pre-approach pack, the same company materials pack, uses the same training procedures and follows a standardised presentation.

This way the method that you use to bring in new people is the same method they bring in their new people. You are completely duplicable and regardless of their previous job experience, educational level or skill - they can do the business exactly the same way you did.

Your sponsorship line has learned what works and what doesn't, follow the system and you have the support of the whole sponsorship line. If you change the system you lose this benefit. Also when you change the system - substituting a different CD, changing the presentation etc, you send a message to your people that it's ok to change the system. What gradually happens is that the system disintegrates and so you have no security, no potential for walk away residual income, so always follow the system.

Don't re-invent the wheel!

- **A leader creates leaders**

As a leader you take ownership of your team. During the initial introductory period of your new team members, you emphasize the crucial importance of a high degree of ongoing commitment and coachability and carefully assess the degree to which they each demonstrate these qualities. Carefully assess their level of motivation/commitment and degree of coachability during this "honeymoon period."

Thereafter, continue to invest time and energy with each of them in direct proportion to the degree that they demonstrate these key qualities. Above all, do not become "over-responsible" in doing more for them than they are willing to do for themselves. A leader makes people willingly do what they would otherwise not do.

Commit to practising the core qualities!

Those who practise the core qualities have a greater chance of success than those who drop by the wayside and never reach long-term success in the business.

Practising the core qualities isn't easy but you must practise them if you are truly interested in building a network where others can achieve the same success as you.

Committing to the qualities means doing all of them, not just the ones that you like! It also takes a big investment in your self. But you will find that those who invest in going core reach dramatically higher levels of success than those who don't. *As a leader, committed to empowering others - you have the responsibility to go core yourself and create that culture in your organisation for others to follow.*

As a leader, committed to empowering others - you have the responsibility to follow the core qualities yourself and create that culture in your organisation for others to follow.

Champions do regularly what others do occasionally.

1.8

Other recommendations

Order your business cards

These can be a prospecting tool in themselves! There are sites on the internet from where such cards can be ordered, such as www.vistaprint.co.uk. Contact your upline for details.

Open a separate account

To run your business in an organised way, you may have a separate account or credit card, which is used exclusively for your business. It's vital for good record keeping.

Write your WHY - the reason why you are doing this Neways business on the WHY Card provided on page 21

To help you better visualise your goals, you may select pictures related to your goals and stick them in the space below to form your Vision Board

Everyone has goals, whether we know it or not. We have goals to keep our current job, or to get a different one. We have goals to save for the future, or to travel, take a vacation, or purchase the things we need and want to make our lives more enjoyable. An important distinction, however, is that top achievers are very intentional and focused on their goals. Here are the most important steps to achieve your goals. Reachable goals are:

- **Specific**
Top achievers know that to reach their goals, the brain must know exactly, precisely, what they are trying to accomplish. Never word a goal with vague terms like “some” or “a little bit”, or “more”. Be specific! If you want a car, you have to know the make, model and colour. If you dream of a house, you want to know how many rooms it has and the view from the living room window. Your brain can help you accomplish almost anything if it knows precisely what you are aiming for.
- **Simple**
Many people describe their goals in complex terms of retiring on the beach in Hawaii, with nice cars and lots of money, and... Their list goes on and on. Any ONE of those things is a great goal, but the combination becomes over whelming and the brain gets confused. If you want to retire in Hawaii, just say so! If you want to increase your sales by 10% this month, say so! Keep your goals simple, clear, and focused.
- **Significant**
No one can muster the enthusiasm, hard work and courage to reach a goal they don't really care about. A reachable goal is one you really, really, REALLY want! It's something that will change your life, enhance your health or wealth, and make you proud. It gets you up in the morning, and keeps you going all day long, because it is important! Set goals that are worth achieving!
- **Rational**
To reach your goal, you will need a plan, a path, and a vehicle for getting there. Your goals must make sense! When you explain them to friends and family, your goals should create excitement, draw support, and encouragement. Your goals should be just out of reach, but not out of sight! You want to stretch to be your best, not strain after impossible dreams. Set goals you CAN and WILL achieve!
- **Tangible**
Choose goals that you can see, hear, smell or touch. Go for things you will enjoy and that you can clearly visualize. The brain has hard time going for “financial security”, but it can visualize a bank statement with nice, large numbers on it! Define your goals in terms that excite the senses, then go for it with all your heart!
- **Written and Read**
High achievers always know precisely what they want, because they've written it down. Often, they write a short description of their goals every single morning, as a personal reminder of their priorities and their objectives. The act of writing your goals down vastly increases your chance of success. Write it down! Then, keep your notes where you can see and read them every day.
- **Shared**
We are far more likely to stick to our plan and reach our goals if we know our friends and family support us. Being part of a team increases our determination, our stamina, and our courage. Caution: Never share your goals with anyone who may ridicule, tease or discourage you! The world is full of doubters and you have no time for them. But, find a support team and a mentor who will encourage you every step of the way. High achievers count on and work with other winners!

To help you better visualise you goals, you may select pictures related to your goals and stick them in the space below to form your Vision Board

My Vision Board



Detach this sheet and put it somewhere prominently visible where you can see it for a lot of time during the day!

To be effective, goals must be specific, measurable and written down. Take a few minutes and write down what you would like to accomplish now. You may wish to seek some advice from your sponsor in this area. Write your goals in the present tense.

Think big when you write your big goals, yet break them in small steps first. To obtain goals you must know 2 things:

- Where u want to arrive
- By when

My 5-year date is:

I understand that I will be able to retire wealthy by this date by doing at least 3 to 5 presentations every week, either for myself or for my team members, and follow all the core qualities of a leader. This date is to be written down also on my Why card

At the end of my 6 months period, I am earning € _____ a month.

I am reaching 1000 group volume by _____

My 2-5 year plan is:

To fill the space below you must actually dream in great detail of already possessing the goals.

1st month: Eg. Learn, do, teach, # ppl

3rd month: _____

6th month: _____

9th month: _____

Year 1: _____

Year 2: _____

Year 3: _____

Year 4: _____

Year 5: _____

1.11

My prospect list

Write the names of your first 100 prospects below. Don't prejudge the people you know! Remember that every zero knows a hero ☺ Make sure you have at least 100 names before you start calling. Page 36 shows a list that may assist you to jog your memory of who you know to build your list of prospects.

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.
11.	12.
13.	14.
15.	16.
17.	18.
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127.	128.
129.	130.
131.	132.
133.	134.
135.	136.
137.	138.
139.	140.
141.	142.
143.	144.
145.	146.
147.	148.
149.	150.

Below is a list of people whom you may know. The list shows characteristics of such people, to help you remember their names and possibly their contact details. Who do you know who:

Is named Joe, Sarah	just stopped smoking
has just moved away	is in politics
you met on a plane	flies planes
needs extra money	you meet at the gym
Parents/grandparents/brothers/sisters	Uncles, aunts, cousins
Butcher, baker, grocer	Postman/woman
Dentist	Minister/rabbi/priest
Florist	Lawyer
Vet	Doctor. Chiropractor, optician, Pharmacist
Insurance agent, financial advisor, accountant	Favourite waiter/waitress
Travel Agent	Hairstylist
Photographer	Architect
Mechanic	Landlord
Teaches your children	Dry cleaner, carpet cleaner
lives next door, down the block	Lives across the street, upstairs, downstairs
Was your maid of honour, best man	Bridesmaids
Are your babysitter's parents	Was at school with you
Used to be your teacher	Worked with you in past jobs
Is your old boss	Fixes your TV. Installed your appliances
Is in the army	Surgeon, anaesthetist
Works at the video club	Is an actor
Is active in the church	Nurse
Shows genuine concern for other people	Watched the football with you
Is in clubs and organisations	In active in chamber of commerce
Has their own business	Is in a teaching position in school or business
Is unable to advance in his or her present job	You see at the coffee shop
Fashion model	Security guard, fireperson
Graphic designer, estate agent	Football/basketball player
Secretary	Librarian
Journalist	Swimming instructor
Grocery store owner	Restaurant, Coffee shop owner
Cook/chef	Hotel/restaurant manager
Policeman/woman	Lecturer
Welder	Painter
Builder, plasterer	Interior designer
Art instructor, Music teacher	Typesetter
Bus driver, Van driver, driving instructor	Computer programmer
Engineer	Carpenter
Fisherman	Furniture dealer
Electrician, plumber	Plays golf
Is concerned about their health	Is in competitive sport, martial arts
Is in management, supervisory, consultant	Is looking for more out of life
Is ambitious, assertive and on the go	Is considered a leader
Wants to spend more time with their family	Has his or her own business
Holds a responsible position	Wants to have freedom
Is going to college, business, trade school	Was recently married
Knows everyone in town	Work with you now
Is on your Christmas card list	Is the finance director at school

Imagine waking up in the morning saying to yourself “Today is a bad day”. How would you feel? Believe it or not, some people affirm a lot of negative things to themselves. It is well-known that your thoughts will lead to your feelings, your feelings will lead to your actions, and your actions will lead to your final results. That’s why a lot of people have bad results in their lives. You can reverse this process, shift your thought and affirm to yourself positive words that will ultimately lead you to phenomenal results.

That’s why saying affirmations is a powerful habit that a lot of successful people around the world use against negativity and apathy, to finally reach their goals.

Fire up and power up every morning with these affirmations. Say them for a few minutes every morning with your why and you will soon see your business exploding! For best results say them out loud with passion.

Psychologists all around the world agree that self-suggestions, meaning when you affirm something to yourself repetitively, after a while you start believing it. Once you believe it, you start achieving it.

“Whether you believe you CAN or you believe you CAN’T, you’re RIGHT!” - Henry Ford

(Ps You may feel silly at first or they may sound stupid, this is your old conditioning holding you back, trying to keep you where you are. If you break through this conditioning and keep saying them you will get phenomenal results!)

Below are some affirmations:

- I am a successful, capable professional, and I empower others daily.
- I am earning €_____ a month from my Neways Business.
- I am qualified as a _____
- I am focused to achieve my goals.
- I am powerfully attracting ambitious, self-motivated, active business builders and committed Neways product users into my Neways team.
- I am _____
- I am _____
- I am _____
- I am _____
- I am _____
- I am _____
- I am _____
- I am _____
- I am _____
- I am _____
- I am _____

Day by Day, in every single way, I am getting better and better!

Passion	Have initiative, enjoy doing the business.
+	
Perseverance	7 - 10 hours a week. Keep at it even if you still have no one in the team. A duck always moves on, simply brushing any water off its feathers before progressing further.
+	
Positivity	Thoughts → Feelings → Actions → Results
+	
Posture	Your posture should be that you do not need your prospect if he/she does not want to do the business. Do not beg anyone to do the business. If your prospect does not want to join, look for someone else.
+	
Patience	2 to 5 years! Remember the store of the hare and the tortoise. We make small duplicatable steps which can be done by everyone.
+	
Products	Products form the backbone of the business. Use them and learn and use others which you were not using before.
+	
Prospects	If you don't find new prospects who can do the business, then all the above will not take place.
=	
PROFIT	

1.15

Next Appointments

We are going to meet again to finalize why card, goal sheet, prospect list, do calls role play and actual calls next _____ (date)

at: _____ a.m. or p.m.

at: _____ (place)

Tools needed:-

My Success Journey,
Mobile phone full of credit and charge!:))

Other events we are going to attend are:-

Products Event: on: _____ (date)
at: _____ a.m. or p.m.
at: _____ (place)

Marketing Plan: on: _____ (date)
at: _____ a.m. or p.m.
at: _____ (place)

Distributors' Event: on: _____ (date)
at: _____ a.m. or p.m.
at: _____ (place)

STP training: on: _____ (date)
at: _____ a.m. or p.m.
at: _____ (place)

MAKE SURE YOU attend an OPPORTUNITY EVENT every week whether you have a prospect or not. The opportunity events are done:-

weekday	time	place	contact person	contact number
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

2

Contacting Your Prospects

This section covers the actual techniques used to help you build your team

2.1

Check Why Card

The Why card on page 21 is a pictorial representation of the goal sheet. Goals should be simple, significant, rational, tangible, written and read and shared. Page 21 can be detached from this booklet and placed in a prominent place where you can see it often during your daily activities.

2.2

Check Goal Sheet

The sponsor should ensure that the goal sheet started on page 25 is properly filled. It is not enough for the prospect to make a list of goals. S/he should also put down a tentative date of when s/he plans to reach that goal. It is like setting an appointment with someone: you agree on the place where to meet as well as the date and time when to meet.

2.3

Check Prospect List

The prospect list on page 27 should contain at least 50 names before the first call is made, If the prospect has turned up with a shorter list, help him/her add to the list of names. Go through the memory joggers starting on page 36, go through the prospect's contacts on his/her mobile phone...all help to add up to the list of names!

2.4

Contacting Prospects

A prospect should be contacted using a mobile phone, especially when you are still new in this business. This allows you to be brief and avoid any questions the prospect may ask at this stage, and at the same time you are assisted by your sponsor. Below is a list of suggested phrases to use when prospecting people over the phone.

- Hi John, when can we meet for 30 mins? I need to talk to you about something very interesting! Is Monday at 6pm good for you?
- Hi John, when can we meet? Because I want to talk to you about a great opportunity which I believe you can benefit a lot from. Can we meet Monday at 6pm?
- Hi John, I just started a new business and you came into my mind immediately! I believe that you can benefit a lot from it. When can we meet so I can explain what it is all about? Is Monday at 6pm good for you?
- Hi John, I want to talk to you about a great opportunity. Don't ask me what it is because it's not possible to explain it on the phone! When can we meet, Monday at 6pm?

- Hi John, I've just started something really good and I would like to talk to you about it, let's meet up, is Monday at 6pm good?
- Hi John, I've just started a business and I am looking for some sharp people who want to make some good money! When can we meet so that I can explain what it is all about?
- Hi John, I've got a huge opportunity in my hands from which you can make a lot of money! When can we meet so that I can explain what it is all about?

Write a Call that you feel is best for you here:

Well done! Now that you have your call ready, here are some tips for you:

- If the person you are calling is married or has a partner make sure he gets him/her with them. (This is done so they will take the decision together)
- During the call be in charge, give them the time (so keep your slots near you), and give the place to meet. You are the one who is offering the opportunity, not them.
- If asked, what is it? - I cannot explain it on the phone it will take approximately 20 minutes or I cannot explain it on the phone because I need to show you something or I am still on training and we need to meet because another person will assist me to explain better or I cannot explain it on the phone cause I might confuse you. When can we meet?

Good! Now you are ready to start taking action and start calling your first prospects!
Be sure to smile on the phone when calling a prospect. This will put you in a positive mindset and your invitation through your call will have a much greater impact!

Now that you have started calling your prospects you can write down the appointments of the first 10 presentations in the space below.

1. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
2. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
3. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
4. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
5. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
6. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
7. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
8. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
9. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____
10. Date _____ Time _____ Place _____
Prospect _____ Sponsor _____

Obtain a diary and start writing down appointment presentations in it.

2.7

My Success Road Map

This chart allows you to view your progress overall. You may have done one presentation which did not have the desired outcome, yet when you look at the bigger picture, you will realise this is just a small step of a complete process.

In the spaces below, write down the outcomes of presentations which are done to people whom you prospect directly.

100 Show The Plans over 2-5 yrs = My why

1	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60
61	62	63	64	65	66	67	68	69	70
71	72	73	74	75	76	77	78	79	80
81	82	83	84	85	86	87	88	89	90
91	92	93	94	95	96	97	98	99	100

3

Additional Information

3.1

Basic Procedures

Support Office
No 21, New Street Qormi
Tel: 21472502 27472502
E-mail: networksupport@waldonet.net.mt

www.omni-ideas.com

Go to Distributor section to download:

Product info
Health and business reports
Application form, order form and payment form templates
E-books on personal development

Application forms and orders

Application forms accompanied by an order:-

Application forms and Order form and payment form (fexco) Templates can be downloaded from www.omni-ideas.com (click on distributor section).

Application forms together with their orders can be posted to Neways Europe (as per postal address on application form)

Or

Scan application form and order and e-mail it to applications@newaysonline.be

Or

If you own The Tower of Wealth Website www.towerofwealth.com applications and orders can be processed through here

It is highly beneficial for you to own a visa card in order to pay for your order and professionally build your business. If you do not have one, initially then your sponsor may help you with this, however ultimately as an independent big business builder it will be important for you to have your own card.

How to place orders

- By phone. Call on Free phone number 800 62033
Please have your Neways id number, visa card number and your order in item codes ready. Making an order on the phone is very easy, efficient and you'll know there and then that your order has been processed successfully. Thumbs up!!!
- By fax. Send an order to (1021) 0032 2711 8980
- By E-mail: orders@newaysonline.be

P.S. Should you not feel uncomfortable sending your payment details by e-mail just write the below note instead: -

'Please contact me on +356 (your mobile number here) for payment details'

B: BUILD YOUR TEAM AND LIVE YOUR DREAM!

1.	2.	3.
4.	5.	6.
7.	8.	9.
10.	11.	12.
13.	14.	15.
16.	17.	18.
19.	20.	21.
22.	23.	24.
25.	26.	27.
28.	29.	30.
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82.	83.	84.
85.	86.	87.
88.	89.	90.
91.	92.	93.
94.	95.	96.
97.	98.	99.
100.	101.	102.



Payment instructions via Fexco Financial Services (Malta) Ltd

Distributor ID:

Distributor Name:

Distributor Address:

Please choose how you would like to receive your commission from the three options below, and fill in the details accordingly.

A.) Euro Transfer directly to your bank account (please fill in details below for this option)

2.) Euro Cheque mailed to the address below

For option (A.) please fill in below

Bank Name:

Bank Branch:

Account Name:

Account Number:

For options (2.) please fill in below

Mailing Address:

Date: _____

Signed: _____

Please return to:

Neways Europe
Kouterveldstraat 20, 1831 Diegem, Belgium

- All orders will be delivered to the address specified on the invoice. So make sure you give Neways 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 affected to your specified address, a “not home card” will be left in your letter box.

Delivery fees are charged at a flat rate of fifteen Euro fifty seven cents (€15.57) per order.

Important Points

Deliveries: It is vital to your business to make sure your order and the orders of your new prospects have been processed by Neways. This can be done by checking that these orders are showing on your down line report on the Neways Website.

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

An order takes between 5 to 6 working days to be delivered to your door.

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

- *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 sponsor's 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 5 to 6 working days from time of ordering to the time it reaches your door.

- *Will the delivery people call me before they deliver my order?*

No, the delivery people will not call you before delivering your order. It is best for the company 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) it's Neways you have to contact on (1021) 0032 2711 6998 please quote order number. The delivery people will just ask you for a signature that you have received the box and they will be on there way.

- *I made my order 6 (working) days 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 up line 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 6 days please contact The Neways directly on (1021) 0032 2711 6998 or free phone 80062033

3.6

Who to contact

Bonus cheques - commissions@newaysonline.be or (1021) 0032 2711 6998

Changing addresses etc - customercare@newaysonline.be or (1021) 0032 2711 6998

How to get your password - customercare@newaysonline.be or (1021) 0032 2711 6998

How to place an order - page 39

International Sponsoring - commissions@newaysonline.be or (1021) 0032 2711 6998

Items leaking/damaged during transport - orders@newaysonline.be or (1021) 0032 2711 6998

Missing items in order - orders@newaysonline.be or (1021) 0032 2711 6998

Orders not showing online - orders@newaysonline.be or (1021) 0032 2711 6998

Shipping and delivery - customercare@newaysonline.be or (1021) 0032 2711 6998

If you require further information do not hesitate to contact Neways or your sponsor/team leader.

3.7

Scripts to grab people's attention

When you are doing the Big Business approach you are looking for people who are looking. The questions below are to see if the prospect is the right person you are looking for. You can also use these questions in the course of your daily conversations to see if the person is a possible prospect. These scripts are far more powerful when said learned and if you do your daily why and affirmations because after that you say the prospecting scripts in an excited way.

Prospecting Scripts

The following scripts are listed in a question and answer format.

If someone asks you: *how are you doing today?*

- Phenomenal
- Better than ever
- Excellent
- My business is expanding

What's this 'business'?

It's great because it has the potential of allowing people to enjoy both time and money. Are you interested?

Oh tell me more

Excellent sounds like you're interested, give me your card and we'll get together and I'll show you how it works.

Can't you tell me now?

I would really like to tell you yet this is not the right place or time/I do not have all the material with me right now. Let's get together atand I'll show you more.

Would you like to know how to earn money whilst you are asleep?

I just found out ...

... how to earn an extra pay cheque a month

... a way how a housewife from home can make more money from her husband...

... how to take a week holiday once a month

... how a University student can earn more money part time than his professor full time.

If you will ever would like to know how I would be glad to tell you ...

Is the timing right for you to look at alternate ways to making more money?

I'd like to try the product

Excellent most people get started with a 90 day supply ofwould you like to start with that?

Most people order direct from the company, here's a partner form.
(Make sure you have product catalogue with you to get them started with it)

I don't see myself as a business person

I believe you are because you have a dream

Grab hold of that piece of paper and sign your dream into existence

Feel that piece of paper,

Everyone right now is going to make a decision someone in this room is going to set their dream on fire tonight. You might feel like I'm pushing, well yes that's because I needed to be pushed.

I need more time

Here's what I'm going to do, take this paper and write on it questions for (your name e.g. Bob)

I don't want you to talk to anyone yet. The person you approach could be the no 1 person in your team and you don't have enough info at the moment to answer that question.

I don't like sales

Excellent then this business would be perfect for you. It's not sales its relationship building.

I'd like to invite you tonight to join our team.

I don't have the time

That's why I invited you here. I know you're working hard. You do agree with me that this business sounds excellent

Get them to grab a pen and write

Time + Contacts = € 4 ME

How does that sound?

Did anyone cross your mind that would be great at this?

(Get them to write down names)

You took the time to look at this presentation didn't you, that's all the time it takes

I believe enough in you that I'm going to invest my time in you

You're just trying to make money from me

Excellent it sounds like I stirred up a question in you.

Grab a piece a pen and piece of paper and write down your name, by enrolling tonight you will own your own business and take the first step towards your dream.

I would love for you to join our team; this business is a vehicle for you to achieve your dreams.

Yes but I have to recruit and recruit and recruit

Yes it's based on recruiting, in fact its selective recruiting since you decide who joins your business

I don't know anyone I don't have any friends

Did you ever have a dream?

Move them back in time to when they had a dream; go back in time so that you can connect with them.

I don't have any money!

Why don't you have any money? *In this way they answer there own objection*

How much longer are you going to allow that to continue?

Let's put the money aside for a moment Have you decided that this is the financial vehicle for you to achieve your dreams?

Who do you know that believes enough in you that would assist you to get started?

Who are some of the people you believe would be good at this business List the names.

Tell the story of someone else who didn't have any money.

Or can you carve out €10 or €20 a week that you can put towards getting started?

I want to try the product first before I do the business

Let's get you started tonight, lets do this, you believe this business is a viable financial vehicle yes? The company is solid yes? Let's begin the business by getting you on the products. Before you start talking about the business lets do our mentoring together.

I can't allow you at this time knowing that you're ready to get started with some phenomenal products combined with the best business vehicle in the world, without you knowing that. That's why I'm encouraging you to get started tonight.

What is it you expect to feel by trying the products?

I don't like MLM

What is it about MLM that you don't like? *Try and find out if they have a dream*

The difference between that MLM and this is me. I am the leader of my team and I'm going to show you how to build this business.

So you've heard of MLM

Which company, when and why did you stop?

It's a pyramid?

Get them to explain what they mean (you make money out of people). They will also mentioned that the higher you are in the 'pyramid' the more money you earn. If they say this ask them:

Do you earn more money than your boss? Does he/she earn more money than his/her boss?

The answers here are likely to be NO, so in their reasoning, their job is a pyramid!

Create conversations based on what you just said.

“Sounds as if you’re concerned about....”

An objection is usually a question so they end up answering their own question which puts you in a positive position. Ultimately if they are negative, going nowhere and not interested say

Do you know what, based on what you’re saying I don’t believe that you qualify to join our team.

I’m not excited about the products

Let me share with you the McDonalds concept. People spend half a million on a franchise and go all the stress of not making any money for 3-5 years because they love burgers?

No, because of the proven system. They are guaranteed success.

So does this look like a financial vehicle that you believe can help you achieve your dreams?

Assuming I can answer your concern/question are you ready to team up today to launch your career?

Please explain more of your concern so that I can supply you with the answer that you need/desire to make your decision about the business.

Show true determination only if they are positive.

Here are some books which are strongly recommended as further reading. They not only help you with your business, but also in other areas of your life such as in relationships.

The science of getting rich -

Rich Dad Poor dad

How to win friends and influence people

Think and Grow Rich

The Greatest Networker

Seventeen Secrets of the master prospectors

How to build a multi-level money machine

The dynamic laws of prosperity

The magic of thinking big

You were born rich

Wallace D. Wattles

Robert Kiyosaki

Dale Carnegie

Napolean Hill

John Milton Fogg

John Kalench

Randy Gage

Catherine Ponder

David Schwarz

Bob Proctor

These books are available from The Network Support Office