



**Welcome to the OurIncomesPlus Team
and the start of your Neways Business.**

Success in 90 Days Work Book

Part of the OurIncomesPlus Business System

*Neways' mission is to bring good health, wealth
and well-being of people around the world.*

This is your support Work Book to be used in conjunction with the 90 Day Success Call.

Please read through and answer the questions as you go.

We all have different reasons for joining a Network Marketing Company.

What are important to You....? (tick as appropriate, choose more than one if you wish.)

- Extra Income
- Financial Freedom
- Have your own Business
- More spare time
- Personal development
- Health
- Helping others
- Meeting new people
- Retirement
- Leave a legacy

The reason for starting my Neways business is.....

How much time are you willing to give your new business

Hours per week: (tick)

- I just want to buy products and recommend them – 2hours
- 4 – 6 hours
- 6 – 8 hours
- 8- 10 hours
- I have plenty of spare time to invest

GOAL OF EXECUTIVE

During the 90 Day Success call we discuss the benefit of achieving the position of Executive quickly.

WHY?

Because this is the most profitable individual position and you immediately qualify for an extra 20% profit. This is the first step in maximising your cheque. We focus on achieving that position in this training.

The move is very simple and just takes an effective action plan and your effort.

If you have not already completed your application form and ordered your Business in a Box then contact your sponsor and do so.

The Business in a Box. Order No. 0075 GB Total cost £200 inc VAT
 This pack includes our bathroom range, kitchen products and the top selling nutritional support products. See the order form for full details.

- **Start Writing your list of 200+ names**

Use this Memory Jogger to help you.

These are not your 'best friends' simply those you have had some tenuous connection with and you could jog their memory of you.

| MEMORY JOGGER ~ WHO DO YOU KNOW WHO | |
|--|---|
| <p>Is active in the church You respect Shows genuine concern for other people Does personal counselling (e.g. lawyers, doctors, church leaders etc) Is a professional Is in clubs and various group organizations Is active in civic affairs Is in a teaching position in a school/business Deals with the public e.g. fireman, postmen, city officials Is considering a new profession, looking for a job, changing jobs or recently chanted jobs, seems to change jobs often Is unable to advance in his/her present job Has talents, but is held back Has just started selling or is an experienced direct sales person relies on his/her ideas for livelihood (e.g. author, designer, promoter, advertiser, etc.) Has never been able to get started or failed in a business , but still has strong desires Runs the spa You see at the coffee shop Did you home repairs Is concerned about the condition of their health Is concerned about his/her weight Is in competitive sport Studies martial arts</p> | <p>Is in a management, supervisory, consultant trainer capacity Is looking for more out of life Is ambitious, assertive and “on the go” Attracts leaders Has children with special talents that should be developed Wants to set a good example for his/her family Owns his/her business Holds a very responsible position that is causing stress/pressure on her Wants to have freedom Is going to college, business or trade school. Or has just graduated Was recently married and is just” starting over” Knows everyone in town Has international connections Exudes credibility Is elected to office Works with you now You see at the gym, is into sports, fitness You play sorts form your old neighbourhood Appraised you home Takes care of your car Is on your Christmas card lies You take your dry cleaning to Is you accountant Does your hair Has joint problems Has high Cholesterol Needs greater energy</p> |

| MEMORY JOGGER ~ Who Do You Know Who | | |
|--|------------------------|------------------------|
| Are relatives... | Is your... | Sold your... |
| Sisters | Postman | House |
| Brothers | Insurance agent | Shoes |
| Aunts | Paper delivery persons | Car/Tires |
| Uncles | (adults) | Carpets |
| Children | Accountant | TV/Stereo |
| Step-relations | Dentist | Bicycles |
| Cousins | Physician | Hunting license |
| Parents | Minister | Camper |
| Grandparents | Financial | Clothes |
| | Advisor | Sports equipment |
| | Lawyer | Furniture |
| | Pharmacist | Wedding rings |
| | Veterinarian | Motorcycle |
| | Optometrist | Vacuum cleaner |
| | Florist | Boat |
| | | Lawn Mower |
| | | Business cards |
| | | Avon products |
| | | Air conditioner |
| | | Glasses/contact lenses |
| | | Luggage |
| | | Kitchen |
| | | Tupperware |
| | | Computer |
| | | Vitamins |

MEMORY JOGGER ~ DO YOU KNOW SOMEONE WHO

| | |
|--|---|
| <p>Lives next door/across the street Is your partners barber/hairdresser Teaches your children at school Is a finance director at school Is president of the PTA Was your spouse's college fraternity brother/sister Is your child's kindergarten teacher Was best man/maid of honour/bridesmaid/user Is the purchasing agent where u work Is your baby-sitter's parent Goes hunting/fishing with you Was your military buddy Owns a drapery business Manages a tanning salon Is a deacon in your church Is in a garden club, book club Hung your wallpaper Works with a pest exterminator company Taught your child " Driver's Ed." This summer</p> | <p>Is the architect who drew your house plans Are the people you met camping Is the credit manager of the store where you shop Repaired your TV Upholstered your couch Are people you knew on your old jobs Went with you to the races Goes bowling with you Is a person in you car pool Installed you telephone Has a Laundromat Teaches ceramics Owns a taxi service Cuts your grass (adults) Installed your refrigerator Renewed your drivers license Is in Rotary/Lion/Kiwanis with you Is Jaycee president Delivers parcel post packages Does your income tax Plays bridge with you Sells you gasoline & services your car Gave your speeding/parking ticket</p> |
|--|---|

| MEMORY JOGGER ~ Is A... | | |
|--------------------------------|--------------------------------------|------------------------|
| Nurse | Welder | Seamstress |
| Golf pro | Crane operator | Carpenter |
| Student | Candy salesman | Pilot/Flight attendant |
| Fashion model | Police detective | Motor home dealer |
| Security guard | Music teacher | Bank cashier/teller |
| Sheriff | Art instructor | Cloth cutter |
| Fire chief | Typesetter | Garage mechanic |
| Secretary | Forester | Editor |
| Graphic artist | Restaurant owner | Lad technician |
| Baseball player | Mechanic | Dietician |
| Anaesthetist | Bulldozer operator | Social worker |
| Surgeon | Bus driver | Lifeguard |
| Librarian | Airline ticket agent | Race car driver |
| Mortician | Computer programmer | Paper mill worker |
| Missionary | Business machine sales- person | Brick mason |
| Real estate agent | Soft drink distributor | Drafting manager |
| Railroad ticket agent | Air traffic controller | Printer |
| Newspaper journalist | Interior decorator | Office manager |
| Swimming instructor | Engineer | Bakery owner |
| Grocery store owner | Research technician | Disc jockey |
| Insurance adjuster | Telephone lineman | Actor/Actress |
| Warehouse manager | Lithographer | Land clearer |
| Moving van operator | Fisherman | Horse trader |
| Rent-a-car representative | Bench machinist | Statistician |
| TV announcer/producer | Waitress | Cement finisher |
| Tool & die maker | Furniture | Antique dealer |
| Cookware salesperson | Podiatrist | Brewery salesperson |
| Dance instructor | Psychologist | Building constructor |
| Sawmill operator | Auctioneer | Chiropractor |
| Show repairman | Electrician | Consultant |
| Physical therapist | Dental hygienists | Trainer |
| Motel owner/manager | Professional in baseball/football | Horse trainer |
| Police officer | basket ball /golf | Reiki practitioner |
| Judge | rugby/tennis | Mum |
| Academic lecturer | | |

Print out a separate sheet for each area of your life. Family, colleagues, friends , neighbours, where you used to live, college, previous jobs etc.

| Name | Telephone No. | Why |
|------|---------------|-----|
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |
| 7 | | |
| 8 | | |
| 9 | | |
| 10 | | |
| 11 | | |
| 12 | | |
| 13 | | |
| 14 | | |
| 15 | | |
| 16 | | |
| 17 | | |
| 18 | | |
| 19 | | |
| 20 | | |

Now divide the list into three by indicating what you believe would be their primary interest. Mark each name as P (product) O (opportunity) by letter or using a coloured felt tip marker in say red or blue and putting a dot next to each name.

We will concentrate on the O Opportunity people first.

GOLDEN RULE:

Remember these are not the people you THINK will be interested but those you HOPE will be interested.

If you are struggling to find 200 names then you are not following the Golden Rule.

YOUR DREAM LIST

This is a list of the Top Twenty prospects on your Opportunity List. The people you would LOVE to have in your Team. (See next page)

List them and reasons why. It may be because you respect them, their past successes, they are always entrepreneurial in their outlook or they are a really good friend.

You get to pick your Team so why not make it the best Team you can?

Product prospects

Now list your twenty people who you want to approach about products. Why not make them as local to you as possible so that they are easy to service.

As soon as your products arrive, start using them personally and with your family at home. Do you have friends or relatives with a health challenge? Show them the product that would help them and enlist their support by using it and seeing the benefits.

Take the product catalogue and walk around your home, kitchen and bathroom especially and make a list of everything you use where Neways make the alternative and then plan to replace them with Neways products as they run out over the next few weeks. Make sure whoever does the shopping does not buy them from the supermarket and that means you planning to order them a few days ahead.

Product Testimonials

Start building your product stories right away. It is these experiences that makes selling the product so easy. You can borrow the stories of your upline too.

Make sure they share theirs with you.

Go through the products with your coach. Make sure you know how to use them. Download and listen to the CD "Your Business in a Box" from the OIP website.

| <u>Dream List</u> | | |
|-------------------|---------------|-----|
| Name | Telephone No. | Why |
| 1 | | |
| 2 | | |
| 3 | | |
| 4 | | |
| 5 | | |
| 6 | | |
| 7 | | |
| 8 | | |
| 9 | | |
| 10 | | |
| 11 | | |
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| 18 | | |
| 19 | | |
| 20 | | |

GET REGISTERED WITH www.OurIncomesPlus.net

Log on and join ~ this gives you access to the very call you listened to and the 90 Day Success Call which is a key part in building your Team.

THE APPROACH

Learn and use this mini presentation and adapt it as to whether you are talking face to face or on the telephone. You have selected these people as Top Twenty Dream List prospects. **Remember that.** You are paying them a compliment.

"Hi It's Is this a good time to talk? Listen I have found a way to make as much money for myself in just a few hours a week as I do in my full time job. Would you like to know how?"

There are only three answers

Yes; No and What is it all about?

When they say *Yes:*

"Great, I'll send you the DVD. Can I call you onand we can chat?"

Now agree a time to call to discuss it.

*If they ask, *"What's it all about?"*

If I post you a DVD, will you take a look and then we can talk OK?. I am putting together a small team and I would love to have you as part of it. Watch it and if you are not interested that's fine and I won't mention it again OK? I just want you to take a look, it will explain everything."

If they say *"No"*

"Fine, no problem" and drop the subject. Many times they will then say *"But what is it all about?"* Go back to that question above*

You have 10 DVDs in your Business in Box. Why not set the goal of having all those out within two weeks?

Buy 10 ProBiotic CDs "The Secret Source of our Health and Wellbeing from Network Support (see last page)

Why not set the same goal of having 10 ProBiotic CDs out within two weeks. Now your business has started to work. You are Prospecting.

The Action Plan ~ 8 hours a week

Lets say you have set aside eight hours a week. How would you use that investment?

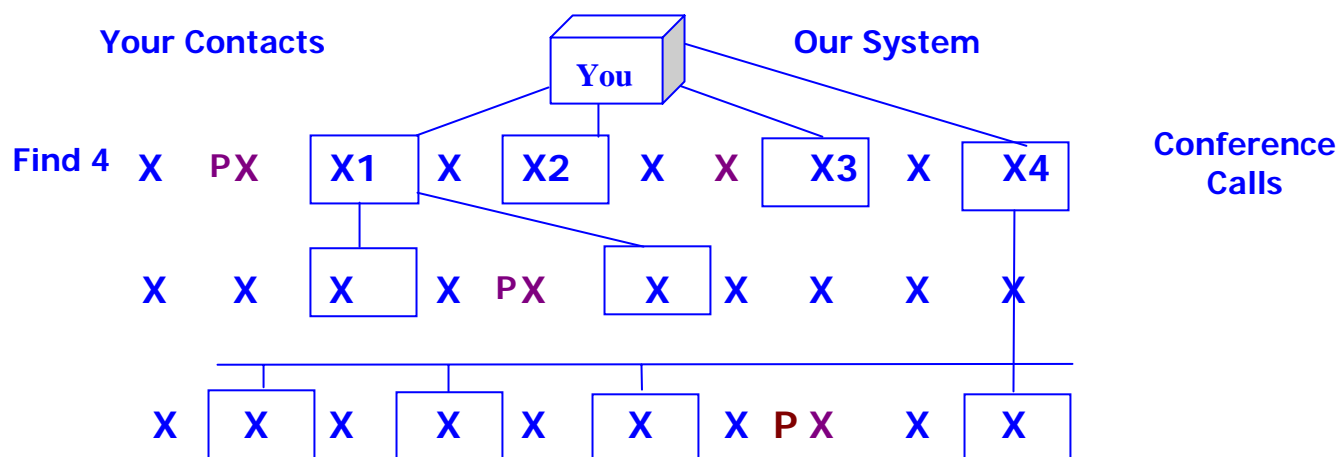
Here is an example. You choose your numbers.

1. I will use five calls a week (2½ hours)
2. Goal ~ Have One guest on each call
3. Activity ~ Talk to three people each day (30 mins. a day x 5 days = 2½ hours)
4. Listen to a CD in the car and spend 15 mins a day learning about the products **you are using**. (5 days = 1 ¼ hours)
5. Add at least one new name to my list each day
6. Talk to my coach every day (5 mins x 5 days = ½ hour) to stay on track.
7. Attend a monthly training. (½ a day)

Remember the goal ~ Executive and that extra 20% profit

Go through your Action Plan with your Coach and organise when you will call to update your progress. Your Coach is there to help you. It may be your sponsor it may be someone upline who is as committed to your success as you. Ask for your Upline details right up to your Diamond Ambassador. If your sponsor is uncertain contact Neways on 01480 861764, Distributor Support and have your ID number ready and they will give you the details. Now telephone Upline and establish your Coach.

OUR PROVEN SYSTEM GUARANTEES SUCCESS!



Key: X = Prospect says No P = They buy product only at this stage

X = Prospect becomes a Distributor with BIAB

Memory Jogger – List – Dream List – Call – DVD – Follow up- Opportunity Call
– 90 Success Call

I talk to people. Some say yes and my business grows!

The Game Plan



The System always works ~ you find the people with the DVD and the Team helps your business grow because that means their business is growing.

You will grow much faster if you work with your Coach regularly. Schedule a call every other day to discuss results and what you plan to do next.

Remember

**TEAMS don't fail, INDIVIDUALS fail. You are joining a TEAM.
My TEAM is:**

Your Neways ID # Neways Order No 0845 601 4845

Sponsor Tel No:.....

E mail address.....

Upline Executive..... Tel No:.....

E mail address.....

Upline Diamond Tel No:.....

E mail address.....

OurIncomesPlus www.ourincomesplus.net Network Support (Tools) 01420 473383

Larry Brooks 01753 664455 larry@ourincomesplus.net

Activity Checklist

| Action | GOAL Date | Tick when completed |
|---|--------------|------------------------|
| Complete your List | | |
| Build Dream Team Wish List | | |
| Identify 20 Product Prospects | | |
| Call your Coach and establish Action Plan | | |
| Get out 10 Business DVDs | | |
| Get out 10 ProBiotic CDs | | |
| Listen to Opportunity Call three times (Why not make sure you have a Guest?) | | |
| Listen to The 90 Day Success Call again | | |
| Book and attend your first LIVE training. | | |

Keep talking with your Upline Coach and those in your Team.