

Hello and welcome to GetMY12.com training info for reps getting started in the business. We are gonna cover some do`s and dont`s involved in your new Fortune business.

1. **Write down the reason WHY**, establish early on what it is you need out of fortune because you need a strong why to overcome a few No`s along the way. Maybe even create a goal board that is visual  
so you can see what it is that you need Fortune for,, Family, Church, Retirement, ect.

2. **Write down a list of 50-100 names and don't prejudge** who you think will do or want do this business. Put successful people at top of your list and get with your local regional or executive and go show the business plan to them. people of influence and credibility can help launch your business and they understand money. As the community get bigger and the meetings become more packed thats when your business will begin to flourish, You want credible and influential in the room doing the business so when others come to view our Biz Model they will instantly know that broke people arent the only people utilizing our system.

3. **DO NOT REINVENT THE WHEEL**,,,,, simply create an oppurtunity to show the DVD and always call your upline for validation and support afterwards to tell his/her story and answer questions.

- A. People that trust you just call and tell them you got something your excited about that makes since to you and you would like 20 min of their time to show them what it is your doing.
- B. An affiliate or colleague,, simply engage in conversation that involves family, work or money and when someone says they are worried about losing their job or talks about the fear of the economy just simply say," I was worried to but recently got introduced to something that is creating extra revenue for me and my plan B could become my plan A with the way things are looking."
- C. **When they say," What are you doing?"** ,, do not start talking about cell phones and dish,,, just say look i dont have time now but give me your number and ill call you in next day or so and ill stop by and show you why im so excited."do not go in2 the valley of Death and start trying to explain what we do verbally, let the DVD and upline help you or get them out to a local meeting.
- D. If it is someone that is a business owner or successful just say," Hey ive recently looked at something that makes a whole lot os since to me, when can i stop by and get your opinion on on this oppurtunity and let me know what you think.

4. learn to get the No`s answered so not to let someone make an informed decision.

A. **"SCAM"** ,,, you better let walmart and verizon know! understand that everything is a pyramid, the only difference is that w have a chance to make it to the top. " imagine that for 8 years we have been gathering loyal customers on the behalf of corp america and stealing their residual income and marketing budgets all the while being on the front cover of 4 financial magazines and tricking Lexus into partnering with us.

B. **Dont have time**,,,,, Fortune was created to free up time to do what people are really passionate about by creating residual income that is working for you for something you started not something you are doing.

C.. **Dont have money**,,, most people are embarrassed at the fact that they are grown and have been working a job for awhile and dont have 299\$ so they need to know that if they dont change something that nothing will ever change. find out how short they are?? never make fortune expensive always let them be aware that fortune is very cheap to do,, less than a little league bat or good Drill. most people will spend 400\$ on hunting, vacation, lawn mower, ect so make sure they understand the revenue that fortune can do to help be financially free and we can get their investment back in 2 weeks.

D. **Make sure they realize that we arent trying to sell anything** we are creating revenue or earning income based on things we will do the rest of our lives. Who wouldnt want to get paid for what they will continue to do and those around them as well. remember that most people are willing to follow you if they feel like you believe in what you are doing are going somewhere. everybody is looking so just make sure they know all the details before they truly say no.

E. **REJECTION**,, it is not meant to be personal so when you get a no keep them on your list and dont be afraid to go back and show business again a week or 2 later because circumstances change everyday and you never know when things may change. Persistence! remember that whoever gets the most No`s gets the most yes`.

F. **I have plenty of money**, make sure they understand that fortune is a company that is creating revenue based on the concept of helping people so even if they are good financially they could use their influence to introduce a business concept that can change the lives of alot of people. Money is simply the byproduct of helping people in our business.

G. **I have to pray about it**,,,,, you dont have to pray about doing fortune. you didnt pray about choosing verizon over at&t,,, or whether to shop at lowes or home depot.walmart or target, dish or direct TV. in other words people are already doing this business so fortune is allowing us to earn money for what we will always do.

5. **Nobody that ever sees fortune wants to do this**,,, no one is generally excited about fortune. Make sure you understand where we are as a company and our growth. dont let anybody tell you this dont work when their are people making hundereds of thousands of dollars a month operating a system that requires no employees, no inventory, no workers comp. just the things that we already do as our overhead. where else could you run a business that can produce the checks that fortune can pay out without traditional business and its limitations.

6. You need to always remember that when you are teaching someone else the Business that they are depending on you for direction and leadership, **DO NOT ALLOW SOMEONE TO BEGIN THEIR FORTUNE BUSINESS UNQUALIFIED**,,, they need to know why we do this so always hand out the getting started in your business sheet that we give all new reps because however you bring them into the business is how they will bring their reps into the business. 3 in beginning, then eventually 10 which they should go to work on as soon as they get to view their website and look at ways they can become their on customer as well as gathering some from outside the household. EX... Moms dish or grannys cell ect.

7. **The first 3 to 5 days is crucial** and the first 90 days will determine if someone actually does fortune for a long time. Go get with a new rep and show them how easy the process is and help them get their 3 directs and get them a check in their hands so they know that this works. they need to understand that they can show DVD in person on their on and call upline for support but helping in the beginning will help boost their confidence.

8. Do not allow the local meeting to be where and how you build your business and never come alone, always bring at least one guest. the meeting is just an additional way to grow your business aside from the daily routine of showing the DVD. Try and show atleast one person a day if your interested in doing fortune part time. use all means available to get the DVD in front of people but dont send out emails with [.fhtmdvd.com](http://.fhtmdvd.com) in it unless theres no other way possible, remember we are a relationship marketing company. eye to eye is how we grow teams! if you have to send someone to the website link simply peek their intrest and have them call you when they are home in front of their PC and can call you, atleast that way you have got them in front of a DVD and know they will watch all 20 min and you can call in a 3 way closing if needed after its over. **DO NOT HAND OUT DVDS.**

9. Use the [www.fhtmmeetings.com](http://www.fhtmmeetings.com) to find out where leaders are and have your contacts in those areas tie in2 their meetings so you can be growing your team in places you are not even at. Use your upline they want you to!!

10. **Educate yourself** with books and of course study the DVDs on [www.fhtmdvd.com](http://www.fhtmdvd.com) or [www.researchfortune.com](http://www.researchfortune.com) or if you have [fortunetv.info](http://fortunetv.info) go and gather helpful information that can give you the toold necessary to succeed in

a business that may seem unusual to the way you have always done business but if done right you will be able to walk away and receive income for something you started not doing and nothing out there is offering you that.