

Teem3 Business Plan

The Road Map to Your Success

Directions:

- **Print this plan out.**
- **Put it in a 3 ring note book.**
- **Complete your homework.**
- **Work the 3 step process.**
- **Keep track of your progress.**
- **Consult with your sponsor/upline leader on a regular basis**

This packet contains:

- **Dreams & Goals** - “A goal written down is a dream with a deadline.”
- **3 Step Process** - “Follow the system, and your business will grow faster”
- **Memory jogger** – “Do not prejudice, everyone is interested in better health and extra money”
- **Prospect list** - “The bigger the list, the bigger the business’
- **Top Ten in Motion list** - “This is the active list.... It’s all about action!”
- **Quick Application** - “All the info you will need to sign your prospects up”
- **1 K Sheet** – “Your first goal should be to become a 1K, then teach others to do the same”

Dreams & Goals

Determine Your “Why”Your “Why” will drive you to do the tasks necessary to be successful. These reasons must be shared with your Sponsor or Upline Leader, so they can help you achieve your goals.

The most important thing about your “Why” is that it is yours. It is the reason you will never give up. (Tip: For one person it might be to put their children through college. For another, it might be to pay off their home, and for another it might be to help as many people as possible with their health. Write your “Why” down below.

My Why... The reason why I will make sure that XanGo business succeeds is so that I can:

Financial Objectives are your Income Goals.

You may not fully understand the compensation plan at this point, so you will need to discuss these goals with your sponsor so that they can assist you in setting realistic goals, based on the amount of time you will commit to your business on a weekly basis.

I will commit to _____ hrs/week at my Xango business

As I look at the “Possibilities’ on the chart below:

- My first goal would be _____
- My second goal would be _____
- I Ultimately want _____

\$100 Monthly Automatic delivery Example

Level	Distributors	PV	Volume	x	%	Possibilities
Referral Plan						
1	2	\$100	\$200	x	5%	.
2	4	\$100	\$400	x	5%	.
3	8	\$100	\$800	x	10%	Free Product?
Business Plan						
4	16	\$100	\$1,600	x	5%	Utility Bills?
5	32	\$100	\$3,200	x	5%	
6	64	\$100	\$6,400	x	5%	New Car?
7	128	\$100	\$12,800	x	5%	
8	256	\$100	\$25,600	x	5%	
9	512	\$100	\$51,200	x	2%	Debt Free?
Total						

3 Step Process

This business is based on bringing new people into the business. It is important that you use a **systematic** way to do that. The system involves 3 steps. It is simple, teachable and duplicatable.

It is a proven method to grow your business. It includes, **creating a prospect list, introducing the product/business opportunity and most importantly, following up.**

It has been said that the best recruiter will win! Most of the people that you recruit will just want to drink the juice at wholesale cost. We refer to them as “juicers” and some will be interested in building a business with you, they are “Business Builders” You are ultimately looking for 4-5 business builders that are as serious as you. We spend most of our business time with “Business Builders” We always love people for who they are. Make sure you service people for their needs, not yours. You will develop a much bigger business following these few simple rules.

Recruiting is a process, not an event. If you follow the process and teach others to do the same, you will increase your ability to duplicate. That is the key to this business.

Step1: Create Your Prospect List

Your prospect list is the data base that will drive your business. Your list will be continuous throughout your XanGo career. You will always be adding to it as you think of people and meet new people. As a Top Leader in the company, I still use this same process to build my business. Use the **Memory Jogger** in this get started packet, to remind you of all the people you know. Once you compile your initial list of 50-100 prospects on the **Prospect List** also provided in this packet. Follow the steps below.

Here are a few tips as you start your prospect list:

- **Start with your warm market.** People like to do business with people they know, like and trust.
- **Make your list as long as possible.** Continue to add to it as you remember more people or meet new people. The more people you can share XanGo with, the bigger your business will be.
- **Don't ever prejudge anyone.** They may end up in someone else's organization. Always remember, you are offering people a serious Business Opportunity that happens to be in the wellness industry using a product that changes lives. A true gift of health and wealth.
- **Never delete people from your list.** If they say no, put them to the side, things change! They may be a better prospect down the road.
- **As people come into your business, highlight their names** so you can enjoy your hard work paying off. This will also demonstrate the power of your list.
- **You will continuously move new prospects** names from your Prospect List to your Top Ten In Motion list so that you are actively pursuing 10 people at a time. It is important to share this list with your sponsor/upline leader so that they can help you

Extra copies of the sheets provided in this packet are also found in the resource center of www.Teem3.com. You can make extra copies as you meet more prospects and grow your business.

Step 2: Introducing Your Prospect

Share your list with your sponsor/upline leader, together you will identify the first ten that you are going to introduce to your new business. They will be placed on the **Top Ten In Motion** worksheet provided.

Together you will decide the best tools for each prospect. ie. If they live out of town, you can have them look at your website and listen to a video on it. Or you can get them on a conference call. If they are someone that spends a lot of time in their car, a CD may be most effective. Your sponsor/upline leader will help you plan this out.

One of the most common mistakes made by new people ... **They talk too much!** They think the more information they share, the greater chance of impressing the prospect. Actually the opposite is true. People will be more impressed with the height of your excitement than they will the depth of your knowledge. Not to mention, if it appears that they have to learn a lot of information on the product and the opportunity, they will probably not be able to see themselves as being able to add this business to their already busy day.....so keep it simple, and use the tools. You are the messenger, the tools will tell the message.

Your goal is get the bottle in their hand, the ounce in their mouth, and let the product speak for itself !!!! Your prospect will not require a whole dissertation on mangosteen and network marketing to get them to try the product, as they consider the business opportunity. Nothing is more powerful than the benefits they will feel.

Ways to introduce your prospects to XanGo.

- The “**Teem3 System**” The complete system can be found in the advanced training section of www.Teem3.com
- Personal replicating **website**. **You can also find example links at www.Teem3.com**
- Product/Business **CD or DVD's**
- **Brochures & Newspapers.**
- **Opportunity calls** – Complete list of calls on www.Teem3.com “conference calls”
- **Webinars** – ask your sponsor for the links
- **Home Party** – It is the best way to kick off your business. Every new distributor should have one! Find details and materials needed for your home party in the advance training section of www.Teem3.com
- Bring guests to local **distributor/corporate XanGo events**

Step 3: Follow-Up

This is where most of your time should be spent. Consistent & Effective Follow-Up = \$\$\$
When you wake up, your **first thought** needs to be.... **Who do I need to follow up on today**

If you focus on follow-up, you can expect a prosperous business.

- Utilize Your Sponsor/Upline in **3-way calls** to follow up in the beginning of your business. It is the best internship. Learn while you earn. Your Upline will validate the product & business for you (3rd party validation).
- **Schedule two on ones** in your home, their home, coffee shop etc. **Use the expert** – your Sponsor/Upline Leader. It will not take long before you are off and running on your own. It is simple, keep it that way!!

Memory Jogger

Designed for Busy People

Who do you know that is:

- Well-respected
- Well-liked
- Successful
- Hard working
- Self-motivated
- Entrepreneurial
- Influential
- Money motivated
- Career oriented

Who do you know that:

- Has a great attitude
- Takes care of themselves - supplements, exercises, etc.

Who do you know that wants to:

- Get out of debt
- Reduce financial pressure or stress
- Buy a new home, a new car, or both
- Take a family vacation
- Put their children in private school
- Be a better provider for their family
- Secure their financial future
- Own their own business
- Supplement their current income
- Make a career change
- Leave a legacy for their family
- Have more control over their time

Family Members

Parents
Grandparents
Children
Brothers
Sisters
Aunts
Uncles
Cousins
Brother-in-Laws
Sister-in-Laws

Who do you know who is a(n)...

Accountant
Aerobics Instructor
Alterations - Clothing
Ambulance Driver
Answering Service
Antique Dealer
Appraiser
Architect
Attorney
Auctioneer
Auditor
Baby Sitter

Baker
Banker
Barber
Bartender
Beautician
Blueprinter
Bookkeeper
Bus Driver
Business Owner
Butcher
Carpenter
Carpet Cleaner
Caterer
Chiropractor
Consultant
Dentist
Dietician
Electrician
Electrolysis
Engineer
Engraver
Exterminator
Financial Planner
Funeral Director
Interior Decorator

Who do you know who is a(n)...

Lawyer
Mover
Notary Public
Nurse
Nutritionist
Office Cleaner
Ophthalmologist
Optometrist
Orthodontist
Painter
Pharmacist
Pharmaceutical-Rep
Photographer
Physical Therapist
Physician (Family)
Physician (Dermatologist)
Physician (OB-GYN)
Physician
Piano Instructor
Plumber
Police Officer
Psychologist
Psychotherapist
Publisher

Real Estate Agent
Recruiter
Reporter
Retired Executive
Sales Person
Security Guard
Telemarketer
Veterinarian

Who sold you your

Advertising
Alarm System
Auto
Antiques
Audio-Visual Equipment
Auto Repairs
Auto Lessons
Awnings
Balloons
Banquet Room
Barbecue
Battery
Beer

Who sold you your

Bicycle
Bed
Bird Food
Blinds
Boat
Boat Supplies
Boat Repairs
Boat Storage
Boiler
Books
Boots
Bricks
Brochure
Bridal Gown
Burglar Alarm
Business Machines
Cabinets
Cable TV Service
Camera
Camper
Candy
Car Wash
Carpeting
Carpet Cleaning
Cash Register
Cat
Cement
Chimney Cleaning
Christmas Tree
Clothing
Computer
Computer Supplies
Computer Software
Condominium
Contact Lenses
Construction
Copier
Cosmetics
Dog
Dry Cleaning
Exercise Equipment
Eye Glasses
Fax
Fence
Firewood
Fish
Flowers
Formal Wear

Who sold you your

Furniture
Gas
Golf Equipment
Horse
Hot Tub
House Insurance
Investments

Jewelry
Loan
Luggage
Lawn
Limousine
Manicure
Medicine
Mobile Telephone
Mortgage
Motorcycle
Muffler
Music
Mutual Fund
Newspaper
Office Furniture
Office Supplies
Oil
Paging Service
Paint
Paper
Party Supplies
Paving
Payroll
Pet Supplies
Photography
Piano
Picture Framing
Pizza
Pool
Printing
Quilting Materials
Records
Refrigerators
Rentals
Restaurant Equipment
Resume
Roofing
Salt & Sand

Who sold you your

Sewing Machine
Secretarial Services
Septic Tank Servicing
Sheet Metal
Shoes
Shoe Repair
Shredding Machine
Siding
Sign
Skis
Skin Care
Snow Removal
Sporting Goods
Spring Water
Sprinkler System
Stereo System
Storage
Store Fixtures

Storm Windows
Surgical Equipment
Tailoring
Tax Return
Telephone
Telephone Equipment
Television
Tile
Tires
Title
Tools
Towing
Toys

Other people

Bridge players
People from past jobs
People you grew up with
High School Friends
College Friends
Play sports with
Your next-door neighbors
Health Club contacts
Mailman
UPS Driver
Federal Express Driver
Congressman or Woman
Children's Teachers
Bridesmaids
Military Friends
Fraternity Friends
Sorority Friends
Taxi Driver
Other networkers
Parents of children's friends
Vacation friends
Model
Fire Chief
Flight Attendant
Bank Teller
Editor
Lifeguard
Fisherman
Farmer

Who do you know at

Federal Government
Garden Center
Golf Course
Hardware Store
Health Club
Hospital
Hotel
Kennel
Library
Museum
Night Club
Nursing Home

Pharmacy
Post Office
Recycling Center
Restaurant
Redemption Center
Resort
School (High)
School (College)
School (Night)
Sightseeing Tours
State Government
Super Market
Tanning Salon
Tennis Court
Theatre
Thrift Shop
Volunteer Group
Warehouse
Work
Yacht Club

Who sold you your

Trailer
Travel
Typesetting
Uniforms
Vacation Home
Vacuum Cleaner
Videos (VCR)
Voice Mail
Vitamins
Wallpaper
Waste Removal
Water Filter
Wedding Supplies
Weed Control
Weight Control
Welding
Wine
Windows
Zippers

Who do you know at

Bingo
Bed & Breakfast
Bowling
Camp
Child Care
Church
Chamber of Commerce
Clinic
Clubs
Construction Site
Delicatessen
Downtown

Quick Application

Info for Online Enrollment

Sponsor ID# _____

Placement ID# _____

New Distributor's ID# _____

Name _____

Billing Address _____

City _____ State _____ Zip _____

Shipping Address _____

City _____ State _____ Zip _____

Phone _____ Date of Birth ____/____/____

Email _____

SSN _____ Password _____
(minimum of 6 characters)

\$35 Membership allows you to purchase at the wholesale price of \$100 per case.
One case = 4 bottles.

Visa MasterCard Discover AMEX

Credit Card Number _____ Exp. Date _____

Name on Card _____

I would like to receive:

1 (4 bottles) 2 (8 bottles) 3 (12 bottles) _____ cases monthly
which will be delivered on approximately the 20th of each month.

I am aware that I can stop or change this monthly delivery at anytime by
contacting the company directly.

I would like an initial order of:

1 (4 bottles) 2 (8 bottles) 3 (12 bottles) _____ cases.

My initial order will be delivered in approximately three to five business days.

Your official application will come with your first order.

Fill it out immediately, sign it and fax or mail it to the company.

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Billing Address _____

City _____ State _____ Zip _____

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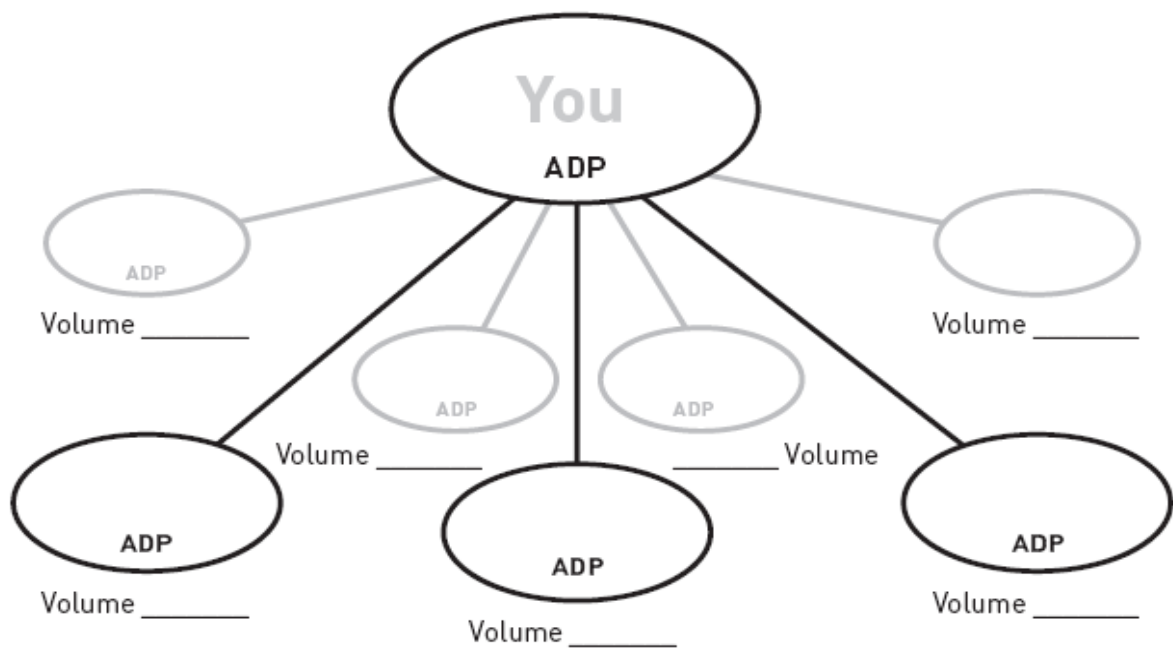
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1K Sponsorship Chart

Name _____ Month/Year _____



Total Volume _____

1K

A minimum of 1,000 Group Volume (10 cases)
PLUS: You on ADP
PLUS: A minimum of 3 personally sponsored people on ADP
 (They do not have to be placed front line to count)

Review updated charts with your sponsor or team leader when qualifying.