

# Welcome To The Team

## Please read and study this entire document. It is very important to your business!

Welcome to the team! We are looking forward to working with you! Now that you're signed up and are qualified we're going to show you how to start your Fortune business on the right foot. The information below is a brief process of how we feel you should start your Fortune business on Day 1 of getting into the business.

- First go to [www.goforfortune.com](http://www.goforfortune.com) and watch all the training videos. [Login: goforfortune Password: goforfortune]
- Second thing you need to do is write down your **GOALS**. Make the goals specific. What date do you want to go regional/executive by? What is your goal regarding the number of times you want to show this per week or month? Stick to your plan.
- Then make a **CONTACT LIST** of 100 names and phone numbers. Do not pre-judge your contacts. Call them and make an appointment. Don't "sell" it over the phone. Just make the appointment.
- Show the DVD and call your up-line to close for you.

### DVD INVITATION:

Hey, \_\_\_\_\_, this is \_\_\_\_\_. Are you going to be home in a little bit? (*Shut up and listen for their response.*) If it is anything but NO, "Great, I'm going to swing by and see you." (*Click. Hang up before they can start asking questions*) Walk in. Put the DVD in. "Watch this." Push PLAY-point and grunt- when it's over call a 3<sup>rd</sup> party closer.

**NEVER** ask what they think. Use the following words:

"Do you see opportunity in this?" "Can you see why I'm so excited?" "Do you see any reason why we can't get you started?"

### KEY POINTS TO BUILDING A BIG BUSINESS:

- **Talk less and show more.** (*say as little as possible let the DVD do the work for you*)
- **Don't just hand out the DVD's...sit down with your contact and watch it with them.**
- **SHOW THE DVD AND THEN CALL ONE OF YOUR UP LINE CLOSERS.** (*This is a must*)

### **3<sup>rd</sup> Party Closers (Your Key to Success)**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Remember that after the up-line closing call it is your job and responsibility to follow up and get a decision out of your prospects.

### Stay Plugged In

Now that you're a part of this business you're going to want to take advantage of the many opportunities that we have every week to further the knowledge we have of this business and to show people this incredible opportunity. The following are a few recourses that you can take advantage of:

**Webinars:** Multiple webinars per week. To be notified of upcoming webinars contact your sponsor. Great way to show the business.

**Closing Call:** Great closing call to use by NSM Kevin Mullens. Dial (951) 262-3022

**Weekly Conference Call:** Monday Night at 10pm EST. Dial (212) 990-8000 Pin 8887#

### Websites:

[www.fhtm.net](http://www.fhtm.net)   [www.thereelfhtm.net](http://www.thereelfhtm.net)   [www.fhtmdvd.com](http://www.fhtmdvd.com)   [www.fhtmiversity.com](http://www.fhtmiversity.com)   [www.fhtmmeetings.com](http://www.fhtmmeetings.com)