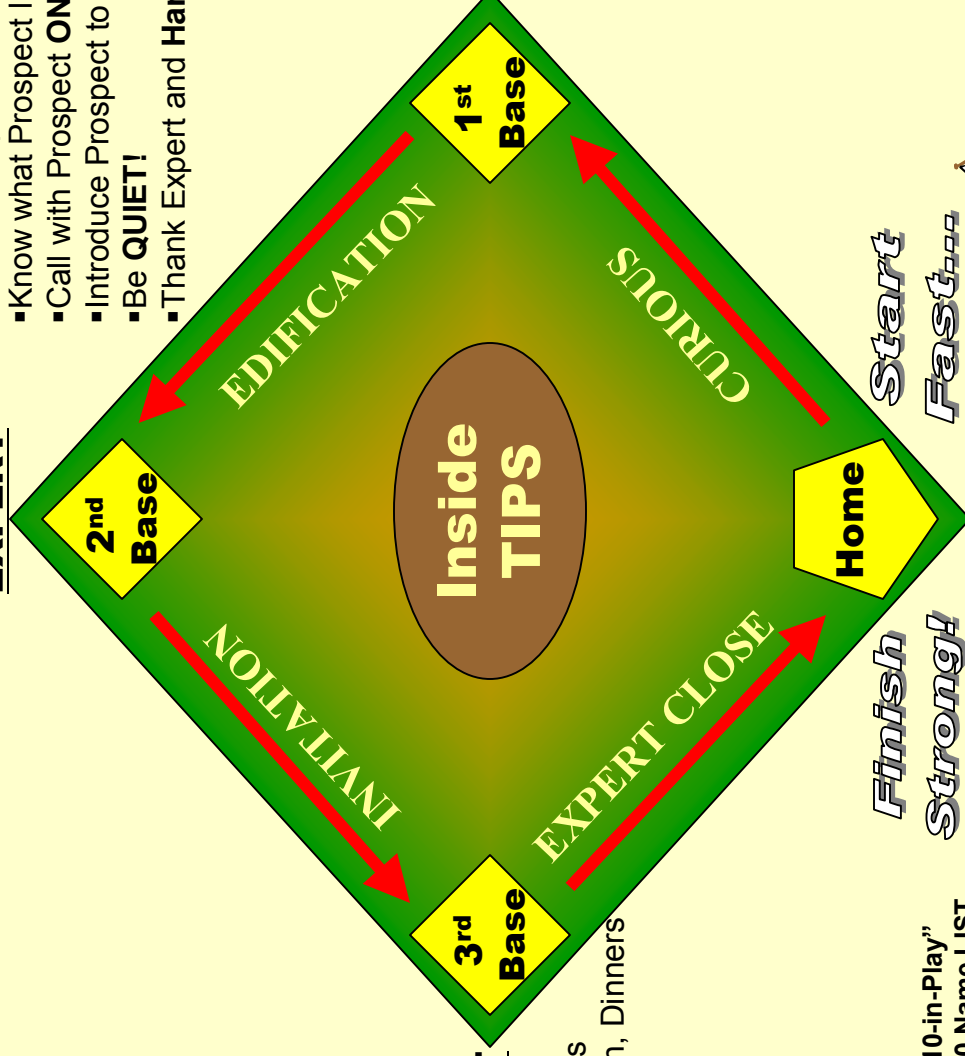


How to Master “THE GAME”

3-WAY CALL EXPERT

- Anyone OTHER Than YOU
- Alert 3-5 Experts that you're doing 3-ways
- Know what Prospect liked most
- Call with Prospect **ON-HOLD**
- Introduce Prospect to Expert
- Be **QUIET!**
- Thank Expert and Hang Up!



LIVE EVENT

- PBRs
- Weekly Meetings
- Breakfast, Lunch, Dinners
- 2-on-1s
- 1-on-1s

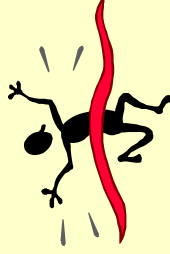
EXPOSE w/TOOLS

- 24-hr Overview Calls
- DVDs, CDs, Videos, etc.
- Long Distance Packages
- Websites, Articles, etc.

Million Dollar TIPS

- Keep the Bases Loaded with “10-in-Play”
- Maintain a Deep Bench with 100 Name LIST
- Remember to Have Fun!
- Play SMART by using Tools, Experts, & Events
- Play TEAM by putting others FIRST
- Play to WIN by **never ever quitting**

*Finish
Strong!*



*Start
Fast!!!*



LIST

- Get 100 Names
- Don't Prejudge
- Keep Adding Names