

GO FOR GOLD Part 1

Wellness Warrior Workshop with Angie Levine

7 May 2014

Angie Levine, Chief Marketing Officer of Essante´ Organics

Welcome all of Essante´ nation onto the very first global, corporate Go For Gold call. We´ve probably done at least twenty five Go For Gold calls and they´ve all been team specific and each call has had anywhere between six and twenty attendees per all twenty five calls, so a lot of people have experienced this four part series. And there really was a need. You know, when you come into network marketing, be it as a seasoned professional salesperson or network marketer, or be it as a person who´s never worked a day in their life and anything in between. You deserve success; you deserve what we like to call one-on-one mentorship. And this is the platform, all right. So, knowing that we are growing, we are about 30,000 executive strong right now, here in May 2014, it´s very hard to give one-on-one. However, this call I promise you, is ‘you’ engaged and ‘you’ participate and ‘you’ writing notes, and ‘you’ doing homework. I´m going to give you homework. I promise you that it will feel like a one-on-one and your results will be exceptional. So let´s go ahead and begin.

First of all, know that this call is being recorded because right now I know a lot of you are hyperventilating. ‘Wait, wait, wait, oh my gosh! This is the kind of coaching that is going to be like a four part series. Four hours. And then I´m gonna know

everything that I need to know to operate my business professionally and, you know, with a lot of income coming in to me? OK OK. I didn't get everybody on the call. I didn't get my personal enrollment on this call. What am I gonna do?' Rest easy; It's record it. Be glad that you're here. OK? And so congratulate yourself. And celebrate yourself because showing up is the biggest part of business. I'll give you a little insight to the first time I went into business for myself. Well, not the first time. I was around, you know, 13, 10 years old and I sold the mistletoe out of the wagon. You can ask me about the mistletoe and the wagon story sometime. And so my entrepreneurial spirit started very young. However, I'll share with you the biggest part of showing up, when you're operating your business, is showing up. And so when JJ and I first went into business in Arizona and we were first launching our wellness clinic, everything we owned was packed into a little GTI VW car, everything we owned was in the back seat, and I remember driving together on the freeway, I was thinking 'I don't even have to show up. I mean this is really weird to me. I don't have a boss, I don't have somebody who writes me a paycheck anymore, I'd clock in the afternoon and I wouldn't get into trouble, I'm responsible for myself, and JJ's responsible for himself and just look, we were the ones who opened up the doors, and we were the ones who locked them at nights. And that's what you're doing right now. You've launched your own business. And so, congratulations for showing up. That literally is the biggest part. So, I'm gonna go over very briefly, the 'who, what, why and how' of this particular Go For Gold four part series. OK?

Literally, your personal enrollments also belong on a Go For

Gold call and guess what? Their personal enrollments also belong on a Go For Gold call. And you guys should always strive to have as many teammates on the same four part series as possible. Because team bonding will occur. You should absolutely dial each other after this call concludes, and be on conference calls with each other and go over your favorite parts, what was your biggest takeaway, who's got what homework, and be accountable to each other, because that's the key ingredient to success. I promise you. Being accountable to each other. JJ and I were in that car together. If he didn't show up to the wellness clinic, I'd know about it, and if I didn't show up to the wellness clinic, he'd know about it. So, make sure you're working this four part series, Go For Gold with your teammates. It can be your downline, it can be your upline, it can be a combination thereof.

And so let's talk about the what right. The what. This is a dial in. I heard a great question there at the beginning. 'Do I need to be on the computer?' No, you don't. You just need to be able to dial in and listen. Ideally, you're in a quiet space and you're listening with folders, you've got your pen in hand and you've got your journal in front of you and it should be titled 'Go For Gold'. And you should have a separate journal, or at least a separate legal pad that is just for your Go For Gold calls. Again, this is a four part series, so you want to take notes in order and you wanna be able to do your homework, and I'll teach you how to do that in just a minute. This corporate, global wide Go For Gold call is happening on Wednesdays every single week. OK? It's typically the first Wednesday, the second Wednesday, the third Wednesday and the fourth Wednesday. OK? So, right now, we're starting Go

For Gold, next week will be call number two. So stick with it. Put it in your calendar right now for a recurring weekly event and don't miss all four parts. Otherwise, you're operating your business at less than one hundred percent. OK? If you hit all four calls, you're operating at a hundred percent, if you miss one call, you get a fee, you're operating at 75%. If you miss two out of four call, you get the big fat 'F' and maybe you should address that and think about that. So, be on all four consecutive calls, commit to yourself to do that. Make sure your teammates are committing to do that with you. And it's really easy to look at the schedule. You just go to your website, you go to 'calls videos' and you look at the 'live call schedule' and you'll see it all laid out right there. And the great thing about Go For Gold is this is a lot like a layer cake. Like a four layered, layer cake and I want you to know the first call is where we crawl. OK? The second call is where we start to toddle together. The third call, we're full out walking, you know, some of us are briskly walking; and in the fourth call, you are at a full out dead run, you are sprinting to the finish line. I can promise you that.

So we currently are on Wednesday at Wellness Warrior at Wednesday workshop Part 1. And Part 1 is called 'Laying it Out'. OK? The nuts, the bolts and the live bracket. I want you to pretend that you just went to Ikea. OK? And you've figured out where to go get your amazing piece of furniture. And boy is that place laid out. We're gonna have a warehouse that looks like that. Mark my words. And so you go down the aisle and you go down the bin and you pick out your furniture, and you then you get to either home or the office and you're like 'OK, I need to build this desk. What do I do first?' Well, you

lay out your directions, you lay out your parts, how many nuts do you have? How many bolts do you have? How many 'Y' brackets do you have? Do you know what you have? And do you know what you need to do with those parts? That's this call right here. Part 2, next week, will be building it. OK? You need to build your bank account here. You need to learn the bank account, learn the back office and learn how to build. That's Part 2. The following Wednesday is Part 3. Duplicating it. You want a bunch of people building a bunch of desks. You don't have to do it all yourself. Look at all the help you'll get. Right? So think about that. Duplicate it.

We're going to go over 'Profitable Patterns versus Pitfalls' and believe me, there are ways to operate this so that you are streamlined and profitable and there are also ways to say 'you know what? I'm just gonna do it myself' I know how to do it, I know how to run a business, I'm gonna do all of it myself. And there are a lot of pitfalls that you can literally avoid if you learn how to operate your network marketing business. Huge fan of your first year in network marketing by one of my personal mentors, Mark ...He was my upline in this...An incredible. Your first year in network marketing. So, duplicating it is part 3 and then we conclude with part 4 which is called 'Supercharging It'. OK? We kinda laid it out like you're building a car if you will and so supercharging it is where I'm gonna coach you on how to charge singularly and in team uniform. Right? And I'm also gonna teach you how to invent, create millionaires and multi-millionaires. So we'll talk about all of that.

So let's look at why? Why are we doing this? Why are you

here? What's the point? OK?

- It is your exact roadmap. It is your exact blueprint to success. How cool is that? Do you wanna build that desk on your own if somebody takes the directions away? No you don't. Don't be silly. Go ahead and utilize the directions that are in front of you because you'll get it done faster and your desk will be sturdier. Right?
- The other reason you do this call, is because it teaches you exactly how to operate your business. It teaches you what to focus on and almost, more importantly, it teaches you what not to focus on. Alright?
- You receive homework. You're gonna receive 'to do' items on all 4 of these phone calls. And I'm going to coach you to ensure that you're accountable to your upline. OK? And by the way, homework. You know, it was a dirty word when we were little kids. Right? It was the ..my existence. I was notorious for going into class and typically excelling. I happen to excel in English. I love English. I would go into my English class 15 minutes early and I would study for the quiz be it spelling or vocabulary or writing an essay, whatever it was, I'd go in 15 minutes early and then I'd do the test. And so, I did not like homework. OK. You can probably understand from that story. It wasn't a big thing. But the weird thing is, as adults, you're an adult right now, I'm an adult right now, So proud of you. I can't believe how adults love homework. You guys embrace this homework. Many people say it's their favorite part of this call. And so I'll teach you how to do the homework as we move forward.
- Another reason why you want to be here is you need to learn how to qualify for commission. OK? You don't want to be operating a business and not be qualified to receive the

payment that you deserve and you need to learn how to increase your paycheck and I'm gonna teach you how to increase your paycheck every day of the week, if you want to. And in addition, it's going to teach you how to create duplication because that is the glory, and the beauty and the magnificence of network marketing. Go do some other job. Go to some other corporate venue if you feel like doing all yourself and probably getting laid off, let go, downsized, outsized before you've even made your retirement fund. Network marketing is where you get to allow other people to do what you're doing and you receive financial gain from their efforts. It is incredible. So, you need to learn how to duplicate and that's what you're doing here tonight by being on this four part series. And again, if it's not in your calendar, please, place it in your calendar now.

- And this call will help you get to gold. Your first goal is Silver. Your second goal is Gold. Your third goal is Platinum. Guess what? We already have golds on this call. Why are you saying to golds is on the Go For Gold call? Shouldn't they be done already? No ma'am, no sir. Guess what? A platinum is defined as somebody who has personally enrolled four gold executives. So, guess what? You have golds on this call, who have their four generals, the four people that they're getting to gold, and the minute those four people on this phone call get the gold, guess what? They just got to platinum. So that's who needs to be on this call. And that's why you need to be on this call. That's the objective.

Let's talk about how. How do you get to this again? This is my first call ever, I'm a little confused. No big shake. All you have to do is invite yourself. And all you have to do is call and

invite your downline. Call and invite your personally enrolled and call and invite your non personally enrolled. Right? And to share with you, everybody underneath you, whether you enrolled them or not, their volume is your volume. We'll talk about that in just a minute when we get to 'The Power of Two' Alright. So, invite everybody in your downline, by calling them. And maybe they're not on this call and you're kinda kicking yourself, and I get that feeling, I've been there. Don't worry about it. Just get the recording and send them the recording and say 'Be on this recording, can you get this recording done today or tomorrow? Excellent. Get the homework done and let's connect. When can we connect? Can we connect Saturday or Sunday? Excellent. And then you can join the live call series next week. Right? So, that's how we do it. How else should you operate this call? Report your homework. Report your answers to your upline. Alright? And if you're an upline and you're on the line, I want you to 'inspect what you expect'. If you don't know how many personals are on this phone call, you did not inspect what you expected. OK? If you don't know them, how can you connect with them to discover what their homework was and what their favorite part was right? But don't leave it all up to your upline. OK? If you're on this call and you're brand new and you're kind of blubbery, blubbery, my upline left. OK. Well too bad for them. Let me tell you what. New skin, upline left all the time. And we used to show pictures of them on the big screen. This is their face. This is their first name and their last name and this is their monthly check. Oh but wait a minute. They don't get this monthly check because they left. Their downline stayed in place and built a massive legacy and that's up above less. So don't lie about it. We are your upline. I can

promise you, every leader in the field and every corporate leader at corporate, we are your upline, we have your back, we will coach you and mentor you to greatness. There's no reason why you can't do it, we have linked arms with you.

And you know if it's mid-month, like let's just say, you know somebody looks at the calls, videos and they look at the live calls schedule and they just joined the company and whatever; it's the third week of the month and they're like 'Oh my gosh I miss the first two calls in the Go For Gold series. No worries just get yourself to the recording. OK? Recording number one and recording number two and get that done and then hop on the third call which is live and the fourth call which is live. And so all Go For Gold recordings in the genesis by the way, you are pioneers, you beautiful pioneers you. All recordings will be at, please write this down. I will talk about this in full in a minute, www.gogreengetpaid.com/training Once again, that's www.gogreengetpaid.com/training. Right. That's Houston control. You don't have that you're not flying a rocket ship I can promise you.

Alright, so take notes. Right? That's another how. How do you do this? You take notes. Your hand should be cramped after every one of these calls and they're not always going to be provided by me ladies and gentlemen. We have leadership in this company that cumulatively, have earned over \$100M. How would you like to learn from that group of amazing go givers? Well they are on the presenters' board and I can promise you. When they deliver this Go For Gold call, you don't want to miss it. It is extraordinary. So this is highly interactive, highly revealing, highly eye opening, and it's fun

and it's productive. So make sure you got that journal and that notepad and make sure you take notes, all four calls consecutively.

And as we begin here, it's really important that you and I and everybody on this call, that we all start on the same page. Ok? So therefore, sometimes, this first call, like I said it's the crawl, it's the baby crawl. Some of the stuff that I talk to you about tonight might seem rudimentary to you. You might say 'Oh my gosh. This is so elementary school.' Right? Especially if you're ADD like myself or my husband, you're gonna go wow. So I want you to stop it. And I want you to ask yourself this question. OK? You already know it, ask yourself this question. Can I and did I teach this to everyone one of my personally enrolled? OK. I can promise you, teaching others and then teaching others to teach, that's where the big bucks are in network marketing. So, don't worry about you. It isn't always about you right? And that's OK. Make sure you're asking yourself, 'Can I and did I teach every one of my personally enrolled all of this information.' And believe me, you can do your own Go For Gold series call within your own team, if you want to. Why not? And so, you're gonna learn a lot from each other when you pull together and you create that interactive environment. And I'll do my best for you on our corporate calls and I'm gonna have some interaction here when we go through the 'why' and have some awesome dialogue. You're going to love it. OK So, we're gonna have a great time.

Honest interaction is vital. OK. So I'm gonna be asking a lot of questions, and while I might not be able to hear you answer

‘yes’ or ‘no’, I’m gonna ask you to shout out ‘yes’ or shout out ‘no’. OK? And that will keep you engaged. Alright? And I want you to shout it out truthfully, because I don’t care if it’s a ‘yes’ and I don’t care if it’s a ‘no’. All I care about is if it’s the candid truth. Because you and I can’t get you to where you need to be unless we know where you are at. Right? So, I do these field calls all the time and they literally shout out ‘Nope, I didn’t do it’ ‘Nope, I don’t have that.’ ‘Nope, I don’t know where that is’ and I’m like ‘Great answer. Awesome answer.’ Every answer is a great answer because you’re here and we’re figuring out where you’re at and where we’re going. So, no wrong answers. ‘Yes’, ‘No’, ‘I’m not sure’. It all works here. The main thing is that we learn exactly where you’re at in your business so we know exactly what to do to get you to the next level. OK?

And vital. Here we go. Everybody clap your hands, this is a good one. Stick with me here, Here’s what you need to do. Every time I say the word ‘homework’, I want you to circle the word ‘homework’ because you’re going to have a lot of notes. A lot of them. And you need to be able to get to your homework quickly and see what it is that you need to do. What do you need to have prepared before the next call. OK? Very important. And as I say the word ‘homework’ you’re going to circle it; and you’re gonna write out what the homework is; and you’re gonna commit to getting it done within the week. Procrastinators, you can get it done Wednesday mornings for all I care, but make sure that it’s done before you get on the second call part 2. OK?

So number 1, We’re gonna move forward now, you’re gonna

learn the first part of the ...that is number 1 the Easy Order. The Easy Order is awesome. There's only one way to qualify for commission at Essante' Organic, and that is by being on an active, monthly order of product. Period. It doesn't matter what pack you came in at. Anything at all, you must be on an active Easy Order. OK. People who are on an income here, are wholesale website owners and they nine times out of ten, they bought a below wholesale pack which includes the wholesale website or they just straight out buy a wholesale website. So, if you've done that, give yourself a pat on the back. Congratulations. You are officially the owner of a global organic business. Congratulations.

Now, how do you get paid? OK. Here's how you get paid. You must be on an active Easy Order every single month on three levels and this is special because not every company does this. OK? So let's talk about the three levels and what it gets you. The first thing I want to talk about is 'Why easy Order?' 'Why is everybody on an Easy Order? Easy Order is the glue that holds your business together. The more people on a monthly order, on the left team and the more people on a monthly order on the right team, the stickier your business is. You've got glue. It's held together and it's paying you well. OK? So that's literally the glue that holds your business together, the monthly orders.

OK, let's talk about points versus dollars. Lots of times you get questions, and you better be able to answer it. If you're operating a business you know how to tell them, 'Oh aisle 5 for such and so, aisle 7 for such and so. No difference here. When you're operating your Essante' Organic business, you'd

better know how to tell them the difference between points versus dollars. Typically, a point is commensurate with the dollar. It's the same as the dollar. In other words if you look at, for example, say shampoo, and you see how many dollars you need to pay for the shampoo, the points are the same as the dollars. Now, if there's a product that is far more costly for us to produce, the point value might be less and you can look up all point values on your website or in the catalog, at the back of the catalog. So those are points versus dollars.

Now, let's talk about your autoship because you have to be on an autoship in order to earn income here. What's the most popular monthly order? It's the 100 point order and I call that the 'Business Builders' order. Why is it the most popular? Number 1, you can change your whole household to a toxic-free, chemical-free household overnight and you'll spend 100 points and it will be awesome; because you've got your toxic-free shampoo, and conditioner, and shower gel and toothpaste, and laundry liquid and sanitizers which replaces every antibacterial for the body and every cleaning agent in your home, and by the time you've got all that done, you've spent 100 points. That's why it's the most popular. We actually have a lot of autoships that are far greater than our 100 points, for that reason. We sell and focus on commodities. Stuff people buy anyway, stuff people use every day. If you're inside of any other company doing any other thing, it'll be harder for you. So, 100 points is awesome. Why else is the 100 points 'Business builder' autoship the most popular? Because, it qualifies you for all six commission checks. You don't miss out on anything. You don't leave any money on the table and it qualifies you for the classified ad system. Unlimited leads to

call you. OK? If you're wondering, 'Wait a minute, how do I get the classified ad system?' How do I get unlimited leads to call me? How did I get to classified ads? You need to go to: www.gogreengetpaid.com/training. And you click on the training title, 'How to get your free classified ad book' Alright? So, the 100 points gets you everything that you could possibly need here. It leaves nothing out. And you're gonna get all six commission checks. You're qualified for all six commission checks including the expansion rate. And what is that? The Expansion rate is paycheck number 6 and only 50 people will win per country, and it is massive profit sharing within each country. And you can earn profit sharing in unlimited numbers of countries. Right now, May 2014, USA and Canada are open. OK. Once we fill the 50 slots in the USA and the 50 slots in Canada, most likely Norway or Europe will open. OK? And moving forward, maybe Australia is next or Mexico is next. It depends on where the most gross is. So always check your website if you're listening to this recording right now, check your website for which countries are open right now. It's all clearly mapped out right there.

The second point about autoship is, if the 100 points is too you know, pricy, too much of a challenge. Absolutely get yourself on a 75 point monthly order. I call that the 'Middle of the Road' monthly order, for Easy Order. It qualifies you for five commission checks, not six, but five. No extension rate. No profit sharing there and no classified ad system. But my gosh, it's so amazing.

And then we have another level. A lot of people don't know about this, but it's the 40 point monthly order. And I call that

‘Toe in the Water’. OK. That’s putting your toe in the water. Maybe you have somebody who’s interested in living life chemical free. They’ve just learned that their shampoo and their toothpaste are choc-full of carcinogen; and they don’t want any part of that; and they’re looking at the website and deciding that ‘Yeah, I do want to order either below wholesale or wholesale. So I’m going to get that done and now, how many products do I really want to order every month? Coach them to order at least 40 points because guess what? The 40 Point order entitles somebody to be able to receive on and a half commission checks. They’re able to receive retail commission, and half of the endless team bonus. Don’t worry about how you’re paid, I’m going to coach you where to go to learn how to get paid in just a minute. So, awesome 40-point order. And guess what? There’s Zero point order. If you have somebody who’s not ordering anything at all on a monthly basis, they can actually still earn a retail check here. We’ll still give them a 30% retail commission. That has nothing to do with network marketing by the way. They’re just operating a retail store through their website. Awesome. If you’re not a serious Autoship and a serious monthly Easy Order, you will not earn serious income at Essante’ Organics. It is my responsibility and the word ‘sponsor’ comes from the word responsibility. My responsibility’s to ensure you’re qualified for commission and that’s why you’re on the ‘Nuts and bolts and ‘Y’ Bracket’ call. So call right now. So good job.

By the way, one-time orders do qualify you. OK. Yet, be very very cautious of the date. OK. Changing to an earlier date of monthly order is fine. In other words, if you’re order normally turns on the 15th of every month and all of a sudden you

decide you want it to come on the 10th, you're fine. Earlier is perfectly fine. However, be very careful if you make it for a date that is later on. In other words, if you're always on the 15th, and then you suddenly decide to change it to the 20th you just disqualified yourself for commission between the 15th and the 20th. Don't do that. If you're concerned about changing the date on an autoship, I encourage you to contact corporate, contact customersupport@essanteworldwide.com and ask them to help you change the date of your order to ensure that you're not disqualified from commission. OK? So, sometimes people have questions on that, I might open up the calls for questions at the end, and then again, I might not. We'll see how it goes. So there you have it. That's your Easy Order.

So here's your homework. There's the word. Ding, ding, ding. Homework. Write the word 'homework' and circle it. At number one, are you on any of the order? On autoship, on a monthly order? Yes or no. Write the word 'yes' if you're a yes, write the word 'no' if you're a no. Both answers are great. OK? And if you're a yes, write the amount. And for everybody who said no, here's your homework. I want you to write this down. 'I will establish my Easy Order, my monthly order before the next call before Wednesday. OK? Circle it. And extra credit, contact your upline and say 'Hey, I didn't know until tonight's call that I needed to be on that to receive commission. Awesome call, and I want you to know that I chose 100 points, I chose 75 points. Whatever you chose and if you're having difficulty, 'cause you're going to do this for your back office. It's really easy. Believe me. If I can figure it out, anybody can figure it out. You know. If you can't find the

words, you view the order and you can't click on it, and you can't do it. You know, it's OK. Have your upline help you do it. But I promise you. It's easy as pie. Thank goodness. We strive to make that happen here at Essante' Organic. We strive to make our website so user-friendly that a 50 year old or a 95 year old could use it and so we really, I want you to know that you can most likely get it done. But if you can't, all we want to know is how we can help you. And your upline is right there for you.

And your second homework is, ask yourself this question. Do you know about all six pay checks? If I asked you to write down the names of all six pay checks, could you do it? OK? Well, now you know the answer. So, If you said no, if you said yes or no, all three of them, you're still a no, that's an 'F'. If you know 5 out of 6, still a no. You need to know all 6 like the back of your hand because this is now your pay. So if you answered no, I want you to write down 'I will learn how I am paid' And that's your homework and I want you to circle it and it's really fun and it's really easy to learn how to get paid and I don't think there's anything more exciting honestly. And here's how you do it.

- you go to www.gogreengetpaid.com/training
- you click on 'how to get paid' and if you want to know the best thing to click on, you want to click on the mp3 audio in the bottom center of the page and it's titled 'compensation plan nuts and bolts'. Why do you think it's titled 'nuts and bolts'? Because it's in conjunction with the call that you're listening to right now. If you want to look at the other videos, you wanna click those and sexy, sexy Dr. JJ Levine's, please do it. If you want to print off your Essante' Organic's earnings

one page, you should. You should put it at your desk and I'm sharing with you right now, click on 'nuts and bolts', listen to it and take notes. And you will understand the compensation plan, inside, outside, backwards, forwards. And that's important. You never say yes to a job. What if you were interviewed at Google? You went for an interview at Google yesterday and they're ready to hire you, would you even say 'yes' until you knew what they were going to pay you and if it's worth your time? Alright. So, understand the com plan by going there.

Now we're going to move forward to Rank. OK? So this is Section 2 if you will, of this call, it's vital to understand the rank of 'silver', the rank of 'gold', the rank of 'platinum' ; vital to understand your pay rank and your lifetime achievement rank. I can promise you that if you write that word 'homework' and circle it and go to 'compensation plan, nuts and bolts' audio at www.gogreengetpaid.com/training, it's going to teach you all of the ranks. OK? So I don't need to teach you the ranks, that call's gonna teach you the ranks and you need to know them. It's like a computer game and you want to unlock the next level to the next treasure chest, and the next sword and the next real treasure chest, real money. OK? Silvers are not paid as well as golds; and golds are not paid as well as platinums; and you need to figure out how to get yourself through that by listening to that call. So, in your back office, I want you to write the word 'homework' and circle it. In your back office, I want you to take a look at your 'Pay Rank' and on the next call, you need to bring this to the next call 'What is your pay rank?' It's on your 'back office' home page, your watch tower. Just scroll down a little bit and

it's right there on the left, tells you your pay rank, how are you paid here at Essante' Organics. There's also a Lifetime Achievement rank. OK? In other words, what's your lifetime achievement rank? Maybe you started out as silver, you got through gold, you fell asleep, so you're back at silver. Ok your pay rank would be silver; your lifetime achievement rank would be gold because in your lifetime you actually achieved gold.

And so, I'm going to coach you how to get to silver if you're not a silver yet. I'm going to coach you in just a second. How do you do that? If you're not a gold yet, I'm gonna coach you how to get to gold. So are you a silver? OK if you answered 'no', I want you to write the word 'homework' and circle it. If you're not a silver, write the word 'homework' and circle it 'get the silver by the next call'. I'm gonna teach you how. I'm gonna ask you this question, are you a gold? Are you a gold? Homework for anybody who said no, write the word 'homework' and circle it. No, I'm not a gold. (hey, I'm not a gold, I'm on this call to become a gold) How many silvers do I have? How many silvers do I have? How many silvers did I personally enroll? Who are my four generals? As a gold, you need to have all four personally enrolled, and all four need to be at silver, and then you become a gold. So maybe they're not at silver yet but you know they've got the eye of a tiger; you know they're entrepreneurial; you know they're on this call and you need to figure out who are your four generals. Your job is to get to gold by the end of the fourth call. I'm gonna teach you how to do that in just a minute.

The next question 'Are you a platinum?' OK? Anybody who

answered no, maybe you're a gold right now, you're not a platinum. Again, 'How many silvers do you have?', 'How many golds do you have?' Who are your four generals?' 'Who do want to help attain the level of gold? And I want you to ensure that they are on this call series. I want you to ensure that they're either on right now or that they get the recording and that they are on the live call next. OK? And you stick to them like glue. OK? And you help them reach gold, because by helping four people reach gold that you personally enrolled, that you become a platinum. And get the platinum by the fourth call.

Now, we're going to move forward and teach you the third part of this Part 1 here. I'm going to teach you about Houston Control. Again, if you're flying the rocket, you're not flying the rocket unless you're completely connected to Houston control. Houston control is this, it's this website, please write this down www.gogreengetpaid.com/training and I want you to entirely focus on 'How to get started'. It's the first right box. How to get started. We often ask this question. 'Did I complete the how to get started training, did I click on that very first training? And there are red letters there that say 'vital to my success'. It answers 99% of all questions. Did I ever click on that? It's either a 'yes' or a 'no'. Sometimes it's like 'I think I did'. Or 'I think I did it a long time ago, but I don't remember', that counts as a no. Nothing's wrong with that. Yes, no, I think so. It's all the right answer to figure out where you're at. If you answered 'yes'. Awesome job. Call your upline and thank them 'cause they kick butts. OK. If you figured it out on your own by looking out on your own website, congratulate yourself 'cause you kick butts. OK? You

can never blame your upline. We connect you to the training, corporate does. I'm a stickler about it. You got a welcome letter that told you to go there, your website told you to go there, so if you did it on your own, great job. If you're a leader on this call, you might be saying to yourself 'yeah I ... get training. I've done it like 3 times, I've done it like 5 times, I've done it like 9 times.

Here's the cool thing you guys. We're going to talk about patterns later on in this series. And you'll notice there are successful patterns, and there are pitfall patterns and when you talk to your leaders, ask them. Make it a 'homework' and circle it. How many times has my leader listened to the 'How to get started training?' You'll be blown away. They go back to it all the time. Leaders, take the 'How to get started' training multiple times. Ask them why. It's awesome. OK? And inside that training, you're gonna discover why did you join Esante' Organics. Bring homework to the table on the next call 'What does the acronym FAA stand for?' OK? And I want you to share your favorite part of the 'How to get started' training with your upline, with the person who personally enrolled you, with the leadership up above, with as many people as you like. Share your favorite part of the 'How to get started' training. And what FAA stands for. And I want you to share in particular three things in each category with your upline. Three things in the 'S' category stands for what do I need to fix. Three things in the 'Avoid' things to avoid. Share that with your upline, and three things I want to achieve. OK? Share that with your upline. And have them help you develop your 'Why'. For the why exercise I'd like to bring onto the line, Just a wonderful, wonderful guy, he's on your presenter

board. He's just spectacular.

Angie: Rob. Are you with us?

Rob: Yes I am Angie. Thank you

Angie: You are rocking awesome. So far, have you discovered anything in this call that you liked best?

Rob: You know, it's all fantastic. I would say thanks so far that, and I'll admit that I haven't done it completely the second time to go through all the training again, been with the company probably close to two months now. I've been through it once in great detail. But I know that I'm ready to go through it again already.

Angie: Alright. What rank are you? How quickly did you get to silver and gold because you used Houston Control?

Rob: I believe silver came at about two and a half weeks and I hit gold the next day, within 24 hours. Silver ...

Angie: Congratulations. I'm so excited for you and I love it, and you know. Rob learned that if he got to gold within his first 30 days, you can get an extra \$500. Awesome job Rob. Thanks for being my beautiful assistant this evening.

Right now, we're going to coach everybody on 'How to develop a 'Why' that makes me Cry' Write that down. This is the 4th part of this call. 'How to develop a 'why' that makes me cry'. So, Rob has graciously decided to be our volunteer tonight. I don't think that he knows much about anything that I'm gonna be asking him right now. It's the first time that we've done this together. So Rob, I'm just going to ask you

straight out, I'm going to ask you about your 'Why'?

Angie: Very briefly in about thirty seconds or less, knee jerk, Why did you say yes to Essante' Organics?

Rob: The reason I said 'yes' obviously I love the product. I love the direction and the leadership. But quite honestly, I was at a point, having just opened a Health and Wellness Center, that I needed something else that would enable me to make some more money, generate some more money or revenue. And hopefully kind of get me out of the studio itself and let me work from home a little bit more than I'm able to do now.

Angie: Excellent answer. Excellent answer. If you're thinking to yourself everybody, have I asked this question to my personal enrolls? Alright. So ask them about their 'Why'. I'm going to share with you Rob. Who is my awesome assistant, probably not your real 'why'. Most people in network marketing, 99% of them run around, thinking that their sharing their 'why', but they really aren't even scratching the surface. So this exercise is to get to the true 'why'. So I'm gonna ask you again. I'm gonna ask you a second time. This time, I'd like you to be far more specific. I'd like you to share a few more details about why you really said yes to Essante'.

Rob: Sure. Well Angie, I'm 48 years old and I lost my father when he was only 48 and I was 13 and I had a younger brother who was 6 and I know how hard it was for my mother to raise us two boys. So I kinda went a little crazy with the health and the fitness and I try to take very good care of myself. I have three children, I don't want to do that to them. And not only was it just a very emotional thing that took me

years 'cause my dad was my best friend. But he didn't have things financially set up for my mother. And that's a great stressor for me. I don't want to leave my children in that same position.

Angie: Excellent job. Excellent job. So, don't always ask your teammates, your personally involved. 'Why did you do this?' and then leave it at that. Dig deeper. Ask them for details. Look at what Rob just shared. I mean it's like peeling back layers of an onion. It's incredible. And yet I will still say Rob that I think there's more there, I always ask three times. This is my final time, but I'm going to ask you and I so thank you for being such an amazing assistant and so beautifully open because everybody gets so much more out of this when they are wide open. So I'm going to ask you the third and final time, 'Please share with me, what was going on in your life personally, what were you feeling, what were you going through that made Essante' Organics your answer?'

Rob: I would have to say that the final thing that really did it for me is I had been an entrepreneur for the last 14 years and I've always don't traditional business and as awesome as that was on the financial side, it came with such tremendous responsibility; with such tremendous stress, 45 employees doing business in 17 spaces, stress, knowing all the licensing, bonding insurance, being able to keep up on payroll and employee taxes and making my own policy and procedure manual and doing my own training, and having to hire and fire people, and I was lucky enough to stumble across Ms. JoJo Williams' Youtube video and I knew there had to be a better way and I know it's in direct marketing and not only is it in direct marketing, but I knew it was Essante'.

Angie: Awesome. Thank you so much for revealing a little more about you personally. Initially, Rob came on and if we left it at the beginning, it would have been ‘you know, I love the product, I love the direction, the leadership is cool. And I just wanted more revenue. That’s literally what he said ladies and gentlemen. I hope you were writing all of that down. And then when you ask again, he said some more poignant details. He said ‘well my dad was my best friend and I lost him at 48 and I’m 48. By the way Rob, I lost my dad at 49 and so I know how painful that is. My dad passed on before he even got to meet my son, here on earth. I get it. And I get it that it changes you. And you said yourself ‘you know, I better shape up myself so that I’m here for my kids. And I understand that when looking at your father, and understanding that, you know what, you did not really plan financially for your mom, that you want to be able to plan financially for your wife and kids and so one of the number one reason to join network marketing is to leave a legacy for their family. So that was just on the second layer, guys and gals, and then there was even a deeper, third layer where he talked about his own pain. Rob said you know what? I was under water. You know, entrepreneurship seems great when you’re looking from the outside in however; it is extraordinarily taxing and extra awesome responsibility. It is incredibly stressful and some of us can’t even pay ourselves. Can you imagine paying one employee per week? Can you imagine even 5 or 10, how about 45 like Rob? Guess what? You can have 45 employees at Essante’ and you don’t even have to pay any of them. Well, 45 can go out there and produce through their own global websites and you can receive a cut and overriding commission on everything that they are doing and you don’t even have to

cut them a paycheck. Hallelujah! Right? So let me teach you by example of a why that makes me cry. I'm not Rob, but Rob is amazing. I'm so blessed and feeling very fortunate to have you as part of the Essante' Organics family Rob, so thank you.

Rob: Thank you Angie so much.

Angie: He's amazing and all of the presenters are amazing and I'm going to teach you by example now of a why that makes me cry. OK? So you need to do this with your why. How to get started training, The FAA part of it will help you do that. I'm not Rob, but I'm going to pretend to be. OK? I'm going to give you the outline. And as soon as I do this so you guys can really develop your 'Whys' very well. Here goes, because I'm ad-libbing some of it because I'm not really Rob. OK. So here we go. I'm at a party OK? And my name is Rob, and Stacy is sitting next to me and maybe I'm just meeting her for the first time and we start talking. 'Hey Stacy, great party, how do you know the host?' 'Yeah, yeah, yeah. I know the host' "What do you do Stacy, what do you do for a living? Then she tells me everything that she does. 'Well what do you do Rob, what do you do for a living?' 'Oh my gosh Stacy. Thank you so much for asking. Well let me share with you I work with singularly the most exceptional company on the face of the earth. I'm so in love with the company that I work with. Because. I'm at the Essante' Organics. Before I worked with this company, I was in a very severe situation; I'd lost my dad at age 48. Great guy. He was my best friend in the whole world. I was devastated, not only from the loss of a best friend, but I was devastated because I noticed that he hadn't protected my mom financially. I was looking at my life, and I'm looking at yeah

I'm an entrepreneur and I have a traditional business that's successful but my gosh I needed so more income coming in. I needed that. I was looking for that extra revenue source and honestly, I was tired of going into the office all the time. I wanted to work from home so I could spend more time with my kids and I'll tell you what, Essante' Organics was the answer. Not only are they allowing me to live a healthier life, I will surpass my dad's lifespan and then some because of this amazing company and the products that they provide. But in addition, I'm going to be surpassing the income that I earn with my 45 employees at my other business. I am excited. I'm on track to earn 6 to 7 figures within the year. And so, that's who I work with. And by the way, I'm currently canvassing for the company and I'm currently looking for a couple of other special people who want to work from home part time. And earn a significant income. So Stacy, let me know if you or anyone else you know is looking. It's amazing to be here.' Guess what's happened to Stacy's mouth? It has hit the floor. She doesn't even know how to respond because she has tears in her eyes. And you had her at the beginning of 'Essante' is one of the greatest company on the planet. Because you developed your 'why' that made her cry. And you must do that ladies and gentlemen. Get with your upline, get with me if you have to, and develop a why that makes them cry, and I can assure you. You will never have to share anything else. Did I say we offer organic commodities? Did I say we were network marketing? I didn't say any of those. I didn't say anything about the company. I didn't even say what the job description was. I just said the why. That makes sense? Hope it does. How'd you like that Rob?

Rob: That was absolutely amazing. I loved it. Awesome, Awesome presentation. Thank you so much.

Angie: Thank you. It wouldn't be possible without you.

Here's your homework. Share your why with your upline. Ask them to help you develop your why in the three, four, six sentences, using the outline. And here is the outline.

- State who you work with, with passion. I didn't say 'Oh I work with ...' or 'Oh I work with this company out in Phoenix', I said 'I work with the greatest company on the face of the earth because they saved me'. Alright? That's what Essante' Organics does for people. So you open up with who you work with and you elevate the company you work with, at the grandest scale possible. And then, in your outline, the next piece is

- Outline the issue. I advise ladies and gentlemen, be as candid as possible. I've had men and women alike on these calls say 'Angie, I went into foreclosure. I couldn't believe I was foreclosing on my mortgage, I lost my house. I had to go into an apartment with my kids. It kills me. Alright. I've had people say 'I've had to move back in with my parents' and they cry. Get deep. How much in pain are you? And then you lay out that pain. The Feel void part of your story. Lay it out. Then you say your company is so phenomenal because they saved me from X,Y and Z. That's why you join here, and then you move forward and you talk about the 'achieve'. 'I'm on track to earn this', 'I can now donate to charity', 'I now work with positive minded people' whatever it is that you...'I never have to commute another day in my life!' whatever the achieve is. That's the next part of the outline and then you button it up and close it. How many people forget to button up? It's ugly if you go outside in clothing that isn't buttoned

up. So button up. How do you get that done? You say 'and by the way, I'm canvassing for the company. They're currently recruiting in this area. Stacy, I don't know if you looking but ...and gosh! They pay an incredible amount of money and you really can work from home and telecommute. This company is so special. Let me know if you or anyone you know is interested. I guarantee she won't be able to say no. Just out of curiosity, she's going to want to see what you got. Right. Have fun with developing your why and utilizing that outline.

- I want you to think about 'How many of your personally enrolled have you scheduled to take the 'How to get started training'? That includes the FAA and the 'Why' and make sure all of your personals are scheduled. Write down 'homework' I'm gonna call all my personals this week and I'm gonna get them to take that. Ask them what their favorite part is. You guys know. If you listen to any of my of my calls it's all about my favorite part. Why do you do that, why is it important? It's because once they take the 'how to get started training', if you don't ask what was their favorite part, you don't know how they like to promote Essante'. OK? Maybe their favorite part was the classified ad system. Get them on the classified ad system. Maybe they hated that part. Maybe their favorite part was the party, schedule them for a gogreegetpaid party. Maybe their favorite part was the fact that you can share a 10 minute video and you don't even have to be present. Teach them how to share gogreengetpaid.com. Teach them how to schedule it, and schedule a follow up. Maybe it's you know, webinars, like we do on every Tuesday. Maybe they think that this is an awesome way to represent the

company. Find out what's fun for them and what they like help them figure it out. The only way to find out is to ask them what's was their favorite part of the 'How to get started training.' OK? And if you wanna fast track it, maybe you're like, you know what, I wanted to be silver yesterday, I want be gold yesterday, fast rack it, send them to this recording. It does everything for you. You don't have to repeat what I'm saying. You just have to send them to the recording. OK. And then follow up with them a.s.a.p., and ask them what was their favorite part? Did they get their homework done? And then you can schedule them for the live part number 2 next Wednesday. Right? So here's your homework. Write down homework and circle it. Take out your calendar. Choose a day and a time to call each personally enrolled and schedule them to hop on this reporting to join you next week on the live call.

- In addition, you wanna know how to duplicate. OK? And we'll talk about that a little bit in part 3. Duplication is simply using tools. OK? If you showed up at a construction site and everybody was using a hammer, would you decide to use your palm? Some people do that in network marketing. I just heard about it this morning believe it or not. Somebody was very upset because their teammate said 'I'm just going to do it on my own in my own way.' And I said you know what, 'How's that going for you?' 'Hope that works out well.' 'cause what they decided to do is show up to the construction site where we are all at, we are all using a hammer, the same tool, and they decided to use their palm. So before you do anything, before you share anything with a prospect, write this down. Always ask yourself this. Can my prospect doing what I'm doing? Can the prospect get on this call, live or recording or

otherwise? Yeah, they can do what you're doing. OK? And then what we've noticed. Write this one down too. This one's far more important. Your prospect is thinking one or two things. They're always thinking one of two things: can I do what he or she is doing? Or can I not do? Either I can do it or I can't. They're looking straight at you, Oh I can do that. I can't do that. It's one thought process or the other, so find your favorite tool, OK? And utilize it. We have the 'One Sheet easy Share presentation', People love using One sheet. They leave it with their prospect, they do one-on-one at the coffee shop. Till they're blue in the face. A lot of people wonder how ...is so successful. Over there in Norway. He does a lot of one-on-ones. Or one-on-twos. He may take one person or two people. And they love that one sheet. And our favorite tool gogreengetpaid.com video. Right? Ten minute video. Teach yourself and your team how to schedule it using the 'Power of two'. We're going to go over that in just a second.

Business cards. Right. Use the Michael ...message. We have a business card; we've always had 'call to action' on the back of the business cards. Your picture is on the front by the way, because almost nobody can throw away a picture. It's almost physically impossible. We teach to add your photograph to your business card because it's almost impossible for them to throw away. Then on the back is the 'call to action'. It's easy as 123. Do number 1, do number 2, number 3, call me. If that's your favorite message, go for it if that's your favorite tool. The gogreengetpaid.com soft grand opening party. If that's your favorite tool use it. Just enjoy it. All details on all of this stuff is on a business suite. 'Tools' on your website or www.gogreengetpaid.com/training. Homework and circle it. If you want to highlight this and put stars next to this. The two

things you need to get done is, if you do anything else is your having a good starter training and this.

You must must must learn how to invite. You're gonna go to www.gogreengetpaid.com/training and you're going to click on 'How to invite'. Because your literally not even qualified to share Essante' Organics until you learn what these acronyms stand for. It's like kind of sending you out to ride a bicycle without training wheels. You will fall or you're going to skin your knees. I'd much rather give you the training wheels and then you'll take them off in two seconds and then you off and running. So Number one is 'F.O.R.M' F-O-R-M. What does that stand for? You'll find out when you go to 'How to Invite' Half the people you talk to, you're going to use F.O.R.M. and it actually teaches you how to talk, not stalk your people. He many people go out there and vomit all over their friends and family? And they don't even want to have anything to do with you. Why would you do that to yourself. Just go to www.gogreengetpaid.com/training and click on 'How to Invite' and listen to F.O.R.M. and there are real live examples of helping this guy to help his aunt. There are real live examples, you'll like it.

There's also the '4 C invite'. Have you ever been at the gas station, or been at a party or been at the mailbox and you just met somebody and you strike up a little conversation and you're just like 'Oh if I only knew how to invite this stranger that I just met.' It's called the 'Four C Invite' and it takes 60 seconds, and as soon as you memorize the 'Four C Invite' it will jettison you to a six to seven figure income here at Essante' Organics. So F.O.R.M and '4C'.

They both do personality profile and if you don't know a sapphire, emerald or gem personality, you can invite based on

their personality, it's virtually impossible for them to say no. Psychology-Wise, they'll immediately say 'yes'. They'll look at what you have because you invited them based on their ruby, sapphire or pearl personality. With inviting, I want you guys to know: it's not scary. Help you move through a change of state right now so you're thinking to yourself 'she hasn't taught me anything. I still don't know how to invite anybody because I'm horrified. Stand up, no matter where you're at, I want you to stand up and stretch a little bit. Just stand up and if you're left handed, hold up your left hand, and if you're right handed, hold up your right hand. OK? And I want you to pretend that you're holding a tray in your hand. You are a flight attendant on an airplane. You are walking down the center aisle and you look over to the left and you say, 'Hello sir, hello ma'am can I get you a cup of coffee? I have a wonderful tray of coffee right here.'

'Oh yes I do. Thank you.' She takes the coffee

'Hello sir, hello ma'am can I get you a cup of coffee? I have lots of choices, try this coffee. Would you like coffee?

It depends, do you have organic half and half?

Ma'm I'm all out.

'Then, no thank you'

Now you lean over to the right and you're looking over there to the right and you ask

'Hello ma'am would like some coffee?'

'Do you have organic CVS?'

'You know what, I don't.'

'OK then then I don't want it.'

'Would you like some coffee ma'am.'

'Yes I would, thank you so much I'll take two.'

And then on and on and on you go down the aisle. Do not, I

repeat, DO NOT jump off the back of the plane just because you got a few 'Nos'. They're not saying no to you, they are saying no to the coffee. They are not saying no to you, they are saying no to the offer of Essante' Organic so do not withhold. Offer everybody coffee. Otherwise somebody will feel slighted and I can promise you that two weeks later if you went down another same exact plane, same exact people in the same exact seat two weeks later, some of them will want coffee. They just didn't want it two week ago. Don't ever take it personally. There is a rule to that.

And I want you to think about one of my mentors, Terri ...is the soul of light and he was one of my mentors because he went upon stage and he talked about his products and his brother was a NASA astronaut and he lived in the shadow of his brother his entire life. Very hard to measure up to an astronaut in NASA I imagine. And he found network marketing and he sucked at it. He was not good at it and his mentor, his sponsor said to him. 'Terri... put together a list of 300 people' and Terry went out and did it and so, I coach you and tell you to put a list of 5 people who want it and 5 people who you think don't, and bring me your list of 10. Do that with your sponsor. Terry put together a list of 327 or 347 people and guess what happened to Terry? The first 300 people he spoke to said 'no' 'no' no' 'no' 'no' would you keep walking down the aisle of the plane if you were Terry? By the time he got to the 300 and I can't remember what it was, 13 14 or 17th person, he got his first 'yes' Terry Fausom is in the millionaire club of Network Marketing. He sent me and JJ his book very recently and it just made me smile it warmed my heart. And I just want to ask you. Would you do what Terry did in order to earn a 6-7 figure income in network marketing?

Start inviting. 90% of your business is all about inviting. I'm gonna teach you how to do it very easily within the next couple of minutes here and then we are done with the call. I'm gonna close by teaching you the power two. This is why everybody comes to this call. I find it ironic. It's just a short little training but it seems to really help people tremendously. I have breakthroughs. So, write this down 'The power two'. You want to always give two options and nothing more. And we call that, creating a closed ended question and so I'm going to use...let me use JoJo if you're available. And JoJo, if you're not available, I'll use Rob. Are you available JoJo? Are you available Rob?

Rob: Yes I'm here

Angie: Great Rob. I'm going to utilize you right now. Rob, which one of the calls did you want to revisit at www.gogreengetpaid.com/training for refreshed training?

Rob: Which one of the calls?

Angie: Yeah you mentioned that you wanted to revisit one of the calls. Was it 'How to Invite' or the 'How to get started' or the 'How to get paid?'

Rob: Yes. I think 'How to Invite' would be the one

Angie: OK, Super. So I would like to schedule you for that. Would you like to revisit 'How to invite' tomorrow or the next day?

Rob: Probably the next day would be better Angie.

Angie: OK. No problem. So instead of Thursday, we're gonna have you do it on Friday. Would you like to do that in the morning or in the afternoon?

Rob: Morning would be great.

Angie: Morning it is. Would you like to do that at 9 a.m. or 10 a.m.?

Rob: 9:00 o'clock would work a lot better if that's possible.

Angie: Absolutely, could you please pull out your calendar and put 9 a.m. Friday? I'm doing the same thing. Let me know when you're done.

Rob: I got it right here. Thank you

Awesome. Thank you Rob. He just demonstrated 'The Power of Two'. I only ever gave him two options, tomorrow or the next day. I only ever gave him two options, morning or afternoon. I only ever gave him two options, 9 a.m. or 10 a.m. You're happy with either answer. Always use 'The power of two'. Don't just use it in your business. Do it with your spouse. Do it with your kids. It's awesome. You'll have so much more accomplished. It's amazing. A confused mind can't make a decision. And so, it doesn't matter if you're scheduling your personally enrolled for the 'How to get started', it doesn't matter if you're scheduling for, like Rob, to the 'How to invite', It doesn't matter if you're scheduling someone to go see gogreengetpaid.com, you know you're going to watch it at 3:00 o'clock, schedule at 3:15 what was your favorite part with your upline. Whatever it is that you are scheduling, you have the power of two. I'm also going to share with you that the power of two can be even more amazing. If you commit to making two calls per day, to create two appointments a week, magic will happen in your life. And so your homework, if you own the ad, script and guidelines book, is to go to the story titled 'The Maid, the Housewife and the Millionaire' Alright I know the maid, I know the housewife and I know the millionaire. And the maid and the housewife are mentors of mine in network marketing, and so I'm gonna share with you what she did.

She was a massive procrastinator and she would share that with you. That's what she titled herself, and so, I'm going to share with you that the housewife was Barbara...one of my mentors in network marketing. She would listen to her maid. Her maid was Martha Lowry. And her maid Martha, shared with Barbara the housewife, about network marketing and Barbara said 'yes'. Now meanwhile, her husband was already a multi-millionaire. He's the millionaire in the story, and he freaked out. He was pissed. He said 'Barbara, you are going to take our good name. Do Not align yourself with network marketing.' You know what, thank God for hard-headed women, because Barbara did it anyway. And you know what she said 'I was such a procrastinator thinking I wasn't successful, in network marketing. I was such a procrastinator, so here's what I did. I said ' You know what? What's the most important thing in the world to me? It's my five children and my husband. And what's one of my favorite things in life? It's date night with my five children and my husband. Every Friday night we'd go on date night. So I decided I'm going book two appointments every single week. If I don't get my two appointments booked for the following week, I don't get to go out on Friday night. That's what Barbara did. She did whatever Barbara did. All week long, right upon till Friday around noon, and then she hit the phone and she got her two people, she made calls. Typically, you're supposed to make two calls a day to get two appointments per week. But she made all her calls on Friday at noon and she booked her two appointments for the following week and she said 'now I'm allowed to go on date night. But she withheld it from herself. I'm not allowed to go on date night unless I get my two appointments booked for next week. I want you to know that

just two month's appointment every single week, within a year, Barbara... was on the Oprah Winfrey Show and she was featured as a self-made female millionaire. And I am so proud of her for that. I'm so proud on many levels. I learned so much from this story. This true story that's in your classified ad book. I learned that. I might not have listened to the maid. I was super closed minded at one point in my life; and here Barbara is and she listened to her maid about a business opportunity. Would you? Be open-minded at all times ladies and gentlemen? Write that down. Look at it and then say 'yes' or 'no'. Thank goodness Barbara did it right? And then I thought to myself. I also learned a lot from that husband. The multi-millionaire. Here in the story, he was staunchly set against network marketing. More than I was in the beginning of my life. You know that was my new year's resolution. No more network marketing. And so here he was, so staunch set against it and now, you know, he tours with Barbara. He loves network marketing. It far surpassed his multi insurance agents. They're now at home in ... overlooking the ocean and the other part of the story is, never pre-judge. The maid told Barbara would you have told Barbara about network marketing? I sure wouldn't have. I'd have said she's set, she's fine, she lives in a gorgeous home in lahoia and it overlooks the ocean and they have multi-millions. I'm not going to tell her about network marketing. The maid did it anyway. She didn't pre-judge Barbara. Barbara didn't pre-judge Martha. And that's probably one of the reasons I'm here with you tonight. To use the power of two. And I'm gonna conclude with this. You are two people away from a 6 to 7 figure income. Ladies and gentlemen you only have to build two teams. It's possible one of your teams

has taken off like a freight train anyway, and now you only have to build one. But hear me, you are only two people away from a 6 to a 7 figure income. You only need to build a left team and a right team. All volume produced in your left and right team is your volume, whether you produced it or not. And so let me ask you this, what if you had JoJo Williams on your left hand and what if you enrolled Rob on your team. What if you had JoJo on your left and Rob on your right? What if they took off and made gold like in weeks? What if they're better than you? Is that OK? Heck yes. OK. Because the only volume you may go out and produce is your volume. You're two people away from a 6 to a 7 figure income. I hope you liked your first Go For Gold call. I'm excited to be with you next Wednesday. Next Wednesday, bring to the table, write 'homework' and circle it. Please bring to the table, 'What is your current rank?', 'What is your lifetime achievement rank?', 'What is your left and right team volume?', 'What is your left and right team count?' The number of people on your left and right team. 'How many person you enrolled on your left, how many person you enrolled on your right? Bring all that to the table because I'm gonna coach you with that information on how to increase your bank account. Your Essante' Organics bank account, every single week. You're gonna want to learn how to increase your paycheck. So with that, JoJo I'd love for you or Rob to unmute the lines and I'd like everybody to say goodnight.