

**GO FOR GOLD Part 3**  
***Duplicating It: Profitable Patterns Vs Pitfalls***  
**Wellness Warrior Workshop with Angie Levine**  
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Thank you so much. I just love being on.... I can just feel the energy. It's awesome. You rock. We're so glad to have platinum executive Amanda...here. She's just an assertive leader.

Someone who leads by example. Someone who is always positive minded. You know, it's okay to have a complaint once in a while, but how brilliant is it to follow the pattern and not the pitfalls. Take complaints up, never down. And we always lead by example here, Amanda is brilliant at it. And we have this amazing thing where we offer solutions; solutions-based word as opposed to a complaint; a recommendation, there is always a solution attached to it. We have so much fun here with our leadership. I'm so glad you're with us tonight.

Congratulations on getting on to call number 3. Part 3 of 4 of Go for Gold. Each one of these is building like a layer cake right? You guys are going to get into some major stuff tonight. And it's so funny because this particular call that you're going to learn tonight, the Patterns versus the Pitfalls, you're either gonna fall into one or the other. OK. It's your choice. There are two gigantic trampolines if you will, in front of you, and you have to jump on one of them. And you're either gonna jumping on the one that creates profitable patterns for you, or you'll be jumping on the one that unfortunately, catapults you into some serious pitfalls. So how you avoid pitfalls? You hear somebody talking about that. You hear somebody who's gone through them or who has had an entire team go through them and then you say OK, that's not for me. Right? You can touch the stove and realize it's hot and burn your hand. You can learn firsthand or you can watch somebody else burn their hand on the stove and say 'okay, I'm not gonna go there'. So that's what this call is all about. You guys are gonna have a lot of fun I promise you. We of course have the amazing Rob on, with us tonight and he's going to be excellent and he's gonna be very interactive. And I want you guys although you're gonna be there at your desks you're also gonna be very interactive even if I cannot hear you say yes or not, I want you to shout it out loud. You know how I am. I don't care for it's a yes, I don't care if it's a no. All I care about is where are you at and how do we get you to the next level. Right? So let's talk about it. Let's go in to it.

First, I promised you that we will take a look at some patterns. And so first, I want you to look at your money patterns. OK? When you join network marketing you're opening up and launching your own business and you are generating a very special kind of income; it's a monthly residual income. Essante´ Organics of course, pays you weekly; however you want to build that residual income. You want to build your business. You want to build it profitably and, so let me teach you a little bit about patterns. We're just primarily going to focus on two pay checks right now so that you get your patterns down and it's going to be a hot sexy pattern I can tell you that.

So the first thing we're going to look at is the **Endless Team Bonus Pattern**. Okay what is your Endless Team Bonus Pattern looking like? Last week we talked with Rob and Kelly and Richard and Tracy and we saw their patterns right? What their left volume was and their right volume. What's their left count and their right count. Left personal and their right personal. And so take a look at yours, because you're building your Endless Team Bonus there on the left and right side. And you need to be able to absolutely, with authority, with conviction, with all knowing knowledge. Understand OK, if I positioned someone on my left, I just increased my pay check. Good for me and that's a profitable Pattern. Wait a minute let me

look at my left and my right. I need to ...on my right in order to create a profitable pattern, and increase my paycheck every single time. So, think about what you want. Really, alright, close your eyes for a minute and say 'What do I want?' Do I want \$100 a month in residual, maybe you do. Maybe you're just getting started and an extra \$100 a month would mean the world to you. Maybe you want \$200 a month in residual. Maybe you want \$500 a month; or maybe you know \$1,000 a month. Let's figure out how to get there okay so first let's start small. I want you to visualize, so write this down in your journal, even better.

I have ten executives on my left, and I have ten executives on my right. And you know how to build it now because you know how to build your Christmas tree. Love that Facebook post by the way. So you have ten on your left and ten on your right all on a 100 point order. 100 point order is really easy for the brain to visualize, and to understand and to mathematically figure things out. So if you have 10 executives on the left and 10 executives on the right, each with a 100 point order, regardless of whether you personally enrolled them or not my friend, that's \$1,000 in volume on the left and \$1,000. You're earning 10% of that which is \$100 a month. Month, after month, after month, even if you walk away and you never build it beyond that. Maybe that's not enough for you. Certainly wasn't for me. JJ and I were earning multi millions already and we thought 'You know what. Why not create a business that pays us residually so we won't have to keep going into those doors in the morning and keep locking those doors at night. So, I don't know what your plan is, you do. And by the way, a plan that isn't written down is just a dream. OK? So stop dreaming and write it down. It's amazing what happens when you write things down and even post it up at your desk or your bathroom mirror or your refrigerator. Because when you post it up it becomes real. Your brain and your mind and your subconscious are all focusing on that and it becomes reality okay. So write it down so it can become reality.

Let's say you've got 20 executives. OK. 20 on the left and 20 on the right and each of them are ordering 100 point order; it doesn't matter if you enrolled them or not. That's \$2,000 in volume on the left and \$2,000 in volume on the right. The company will pay you 10% of that; that's a \$200 a month check. Right? And then think about 50 executives on the left and 50 executives on the right, each on 100 point order. What would that be? That would be 5K, in volume on the left and 5K in volume on the right. The computer looks down and it will pay you the lesser volume, in both cases both legs are equal. You're getting a \$500 a month residual. But again, Essante' pays weekly, don't forget. And now let's say you want more. Let's say you want \$1,000 a month. Okay, in Endless Team Bonus. That means you have 100 Individuals on the left and 100 individuals on the right, each on a 100 point order. That would be 10K in volume on your left and 10K in volume on your right. And the computer's going to pay you 10% of 10K, which is \$1,000 dollars a month. Month, after month, after month, even if your team never grows beyond 100 on the left and 100 on the right. How awesome is that, to figure out your Endless Team Bonus pattern and get that done? Because you never know who you're going to enroll; you never know who the next rock star is going to be. The next person you call when you pick up the phone, maybe you'll do it tonight when we hang up. Maybe, they will rival Amanda.... Can you imagine? Having an Amanda...or someone even more wild at network marketing on your left team or your right team? You'll never know. They're waiting. They're waiting for you. They need to know what we have. So make your pattern and then go out there and build it. So that is a fantastic pattern to focus on. What do I want my monthly residual income to equal? OK?

Another pattern you need to look at is the **silver, gold and platinum pattern**. OK? Your **Matching Bonus**. This is the home of the 100% matching bonus. I'm so proud I could shout it from every rooftop. And so what are you looking for? What's your pattern? If you're in

silverland, OK. That could look like this. And write this down. 'Cause if you're not in silver land, somebody on your team is. You have to paint the picture. It's all about painting the picture for them. So that they can see it, feel it and understand that they're in it. So silver land, let's just say you have two executives. They're each earning 2K a month. That means Essante' is paying out 4K and as a silver executive you get 25% match on that 4K. You did a \$1,000 every single month. Month after month after month after month, Because of the work those guys are doing. Those two guys. How hot is that?

And then you want to move to gold right? Make sure your pattern is always moving forward to gold. Imagine you have 4 executives. That's all it takes to get to the top of this company ladies and gentlemen. You've got 4 executives. And all four are earning 4K each. Right? So that will be 16K. Right? And so half of that 50%, that would be 8K. Of course then you get, that would be 8K a month! Coming to you, coming to you, coming to you. I mean how awesome is that? And you only have to be qualified as a gold. You only have to have four personally enrolled who each reached silver. You only have to be on a 25 point order per month. Come on and it doesn't get more awesome. That's why I just love it here.

And then there is Platinum. You're moving towards the platinum pattern. Are you moving in there powerfully or not? Only you can answer the question. But again, a platinum to reach the top of our company, that's it. You only need to have 4 personally enrolled who are gold. Cool. And now visualize, all 4 of your personally enrolled are gold and they're all earning 10K a month. That would be 40K a month that Essante' Organics is paying out to your 4 personals. And as a platinum, you get 100% matching bonus. That's \$40K a month. Month, after month, after month. That's a lifetime here at Essante' Organics as a qualified executive. Thank you Mr Whittaker. Awesome. So that is your money pattern right. Just two of your money patterns inside of Essante' earnings one page. So really focus on that.

So let's talk about a few more patterns. When you're looking at your left team and you're looking at your right team in the back office, inside the green tree genealogy. You're gonna see everybody. If you don't see their names that's because they have chosen to go by a company name. But nine times out of ten, you'll see their names. You'll see everything, and you'll see a red no, or a green yes. OK. So for profitable patterns, you want a lot of green yeses. Yes, yes, yes, yes. A pitfall is when you have a lot of red no's. Okay, so I want you to write the word 'homework' and circle it and I want you to go into your back office and I want you to count. How many green yeses do you have on the left and how many red no's do you have on the left. And I want you to do the exact same thing on the right. And guess what appears? Your pattern appears honey, your pattern. It's gonna be green yeses or red no's. One of them is going to be dominant. If you're one of those rare people who have 50% green and 50% red, by gosh, turn one of those reds into a green so you will have a green pattern. That's what it's all about. And every time you turn a red no into a green yes, you just increased your paycheck if it's on your pay leg. Let's talk about that for a minute OK? Rob are you with me?

Rob: Yes I'm here and Angie.

Angie: You're awesome. Thank you so much. I know you've got a count, at least last week, of 135 on your left and 6 on your right. Please ladies and gentlemen, write that down on your paper. Rob with a circle. His left leg has 135 count on the left and 6 count on the right. His volume on the left was just shy of 40K, and his volume on the right was 75. His personal on the left 1 and his personal on the right 6 personally enrolled. And so Rob, let's take a look at your pattern if you will. I'd like us to take a look at that count on the left, the 135. Of that entire 135, how many do you feel are green yeses?

Rob: I couldn't quite hear. How many are green yeses?

Angie: Yes. How many are green yeses. In other words, the green yes means they had an active order last month and a red no means that they did not have an active order last month.

Rob: I had about 42 if I'm correct last month on green...

Angie: Excellent job. So 42, out of 135 are all green yeses on Rob's left leg. His power leg. Now more importantly, let's take a look at your pay leg. You have 6 count over there and 6 personals. Is that the same, has it changed any at all?

Rob: I added one more on my right leg, on my pay leg.

Angie: Good. Brilliant

Rod: Thank you, thank you. I'm 7 now with 4 active.

Angie: I love it. So everybody should change their picture on their paper. It's not 6 count and 6 personals on the left, it is now 7 count and 7 personals. Rob is amazing. That's a fantastic job. So of those 7, he said 4 are a green yes. So if you are like Rob and you feel that there are a couple of people who are a red no, I want you to write the word homework and circle it. And your job is to outreach just like Rob is going to. He's going to outreach to those 3 people. And he's going to call them, and it's so exciting to turn these red no's into green yeses. Especially on your pay leg because every time you do, you just increased your paycheck. As an example Rob is going to call those 3 people that are red no's. And there are a couple of things you can do.

And the first thing I'm going to recommend is, believe it or not, corporate has patterns to. Are you shocked? Our pattern is, we will always put together a monthly sale. A product that goes on sale. It happens every month. Rob can you take a guess why we do that? Not that you don't deserve it, we love you and of course you deserve a ...Any reason why you think we might do that?

Rob: I would say one of the biggest reasons is to help turn our no's into yeses.

Angie: You are so smart. I love it. Absolutely. You should be able to contact your red no's with excitement, with enthusiasm. Oh my gosh Martha, the reason why I'm calling is, you always want and new reason to call somebody. Write that down. Anytime you have a new reason, use that new reason to call somebody. Oh my gosh Martha, you're not going to believe this. The chocolate shake...just went on sale...And when you buy that as a combo you're going to save \$25. Let me tell you how on earth cream has changed my life. Let me tell you how much weight I've lost. Let me tell you how much weight my friends lost, or how the greens change their lives. If you don't have a testimonial, go on Facebook and read from over 200 testimonials. They are there for you. Borrow the story until you have the story. And so Martha takes a look at it and says, I'm in Rob, I'm ready to go. And I want that. So he helps her order it. Okay, and let's say it's 50 points. 5-0. And Rob turns one of those folks on his right leg, his pay leg; he turns Martha, into a green yes. She orders 50 points. Rob, how

much commission did you just increase your paycheck by?

Rob: On that, another \$5

Angie: Another \$5 that's right. You got to love that. So every time you switch, a red no, into a green yes, you're getting more dollar bills into your bank account. So have fun with that pattern of turning red no's into green yeses.

Here is another fun thing you can do. You can contact individuals and let them know how many people are underneath them. Right? It is very possible that the first person in the line of the seven has no idea that he has six people underneath him or her. And that's fantastic to call with too. That's new news. Right? I just wanted to report the best news ever. You know you have six people underneath you. You wanna know how much money you're leaving on the table? Those six people are on 100 point order. That's 600 in volume that's already produced for that person, right? That's \$60 a month that they are leaving on the table. You are like, why am I leaving it on the table? Because you've gotta build out your right side up to 600 in volume. Let them help you build up your left side. ....Let us help you build out the left side. And you can match it. Most of you have to go out there and build 2 legs, left and right. Look at you you're so blessed that you have 6 people underneath you all on a 100 point order. Call them and tell them how many people are underneath them.

Another great thing to do is to call them when you position a new person. That's a new reason to call them. And believe me. Once they hear it, they are going to be like, holy cow. I just joined Rob's team week ago and already there's one more new person underneath me, what's going on? This thing is exploding. So have fun with that. Thank you so much Rob. I appreciate you. And so let's also talk about other patterns.

You absolutely want to do the things that make money for you in the business. And so I'm going to teach you right now 4 things to do in order to make money in this business. And so the first one I want you to draw is a \$1 sign. \$1 sign. And next to that, I want you to write **learn the business**. You are in business for yourself but not by yourself. We have proven systems that make people money. And that's the differentiating factor with your company ladies and gentlemen. Some people will go to other companies and they will receive...on their face because they've got nothing. They've got absolutely nothing. They'll say okay here's your business. Good luck with that. And then there's no training whatsoever, so, very different here. So the \$1 sign we're in the business.

Now I want you to write the \$2 sign...**Do the business**. Don't get stuck at [gogreengetpaid.com/training](http://gogreengetpaid.com/training). It is awesome training. You will become an expert at this business if you follow those modules, and you practice those modules. You will. But don't pit stop in the classroom, OK. a \$2 sign means you're doing the business. After you hear how to invite, after you hear FORM, after you hear 4C, I want you to go out and practice it on somebody. Do the business.

Now I want you to write a \$3 sign. **Teach the business**. How do you use it to teach the business? It's called 'Be highly directive'. It's called get your teammates on these four calls. Get your teammates to go to [gogreengetpaid.com/training](http://gogreengetpaid.com/training) and listen to how do I get paid. How do I enroll? How do I invite. How do I close? It's literally

that easy. You don't have to spend your time training. But you do want to make sure, that you're teaching the business, by being highly directive and pointing people to it. \$3 sign. Teach the business.

And finally, you've got the \$4 sign. **Teach others to teach the business.** Another huge pitfall that higher end marketers fall into. They decided to go out and do all the teaching. They decided to enable everybody. They decide that they're the best teacher. They forget this \$4 sign milestone in their business. Teach others to teach the business. If you guys have ever worked the classified ad program, and Rob, you and I have worked it. Rob, how many appointments will I book for you, while you are listed?

Rob: It's hard to say.

Angie: It's inside the book. You can call me and I will personally, book 2 appointments for you while you're listed. Right. Will I do 3, or 4 or 7?

Rob: Yes.

Angie: I actually won't. I'll do 2 for you and then I'll do two for your teammates. And I'll do two more for their teammates and I don't know if that's what you're calling absolutely. But I won't do more than two calls for anyone human being. Unless it's an extenuating circumstance, maybe their dog was barking in the background and they didn't hear a word I said, of course I'll do a third one in that extenuating circumstance. But the point I'm making is I'm teaching you Rob, to build the business. I'm not gonna keep on doing it for you and then you were going to do the same thing. Have you done two booking appointments scripts for your teammates?

Rob: Yes, I have.

Angie: Excellent. That's called duplication okay? That's the title of this training by the way, Duplicating it. And Rob, that person that you did two phone calls for, they started doing their 3<sup>rd</sup> and their 4<sup>th</sup> on their 5<sup>th</sup>. Did they do two ad booking appointments for their persons?

Rob: We're not there yet, we're working on it.

Angie: You're working on it. I love it. Well, you can talk with Ernie... I know at last count he was six generations deep with duplication on the classified ad program. Is Ernie... doing all the ad booking appointments? Heck no. Six levels of individuals are already doing ad booking appointments. And so you want to pass the baton, pass the baton, pass the baton.

I know you want to run the race yourself. I know you're awesome at the race yourself. Personally I know I will book more appointments than the brand new person who's only heard me book two. I know that. But I also understand the fore player. Teach others to teach the business. And so you've gotta teach them and believe me it is monkey see monkey do. They're going to want to do everything that you do. If you do 10 booking appointments for them, guess what, they'll think that they have to do 10 for their brand new executives. And it's exhausting. And so patterns come from systems. Write that down. Patterns come from systems. And so if you've got a proven

system, that's a great thing. It will duplicate throughout your team. And we don't just focus on the ad program here right. Your pattern should always be do the business always and do the business in all ways. In other words are you able to process your hot market? If you learn FORM, you can go out and talk to the people you know all day long and they won't think it's creepy at all. It's so professional. You can also do your warm market. The people that you meet on the street. And if you use the 4C invite, they're not gonna think you're creepy at all. And you also want to prospect your cold market. People you don't know. You've never met them before in your life. They're actually calling you that the classified ad program. For your warm market, you've got the Michael Whittaker system right? You've got your business cards and on the back of your business cards, it's 123 right. All you have to do is that with the warm market. You can do the 4C invite and invite them to go to [gogreengetpaid.com/training](http://gogreengetpaid.com/training), or you can hand them a business card and schedule it right there on the back of the business card. So enjoy doing the business always and enjoy doing business in all ways.

Couple of patterns versus pitfalls. Let's talk about the 3 stages of an executive. OK The three stages of an executive; this is typically an epiphany moment for folks. This is so funny 'cause you're in one of the stages, it's just that you don't know it yet. You're gonna laugh at yourself and move on to the next stage and do whatever it is that you want to do. So there are three stages of an executive and again, you're always thinking about yourself and where you're at. But also almost more importantly, you're thinking about your teammates and where are they at? What is their mindset? Okay? The three stages of an executive:

1. **I don't know anything.** That is a great place to be. It's awesome. It's beautiful. Everything is new. Everything is fresh. Everything's exciting. You've just got this giant mp cup. It's brilliant, it's awesome. It's one of the greatest places to be. I don't know anything. All you have to do, is tap into, [gogreengetpaid.com/training](http://gogreengetpaid.com/training) and soak it up like a sponge. And those trainings are there for the infant. The person who's never done a bit of work in their life let alone network marketing. And it's also for the highly seasoned professional network marketer, who's already earning 25K a month or 30K a month. The trainings are fantastic for all levels. It's tremendous. So I don't know anything is a great stage.

2. The second stage, **I know everything. I know it all.** Let me tell you what guys and gals, never ever start believing their own press, okay. It's a bad stage to be in. We all end up there trust me. We get puffed up like a peacock and we start to manage, right. Or we start to decide that training is paramount and it all has to come out of your mouth. That's when you're on the stage of I know everything. A very difficult stage to be in. Some of us will recognize that we are in this stage and we will move out. And others and will be stuck there in the tar forever. And maybe eventually they'll figure it out through some serious trial and error.

3. **I realize I don't know everything.** And those people are the coolest people OK? It's a great place to be. Equally as great as stage one where I don't know anything. Where everything is exciting and fresh and you can't wait to get to the next thing. Stage 3 allows you to keep all the awesome kick butt knowledge that you've sucked into your core being. It allows you to train people on the awesome cool knowledge that you've sucked into your core being and you're not being selfish because you're giving back because you're teaching others to teach. But it also allows you to be this awesome receptor. An awesome open person where our knowledge can

still come to you and you're on a call like this. You're listening to Success Mindset Saturdays. You're on a product call and you're learning how to use essential oils or whatever it is. And you're sucking in that knowledge. You're going to the great green event because you realize that I don't know everything. You're going to the Great Green event because you realize I don't know everything. Awesome three stages. Figure out where you're at. Figure out where your teammates are at and help them out. OK? So that way you can avoid that pitfall of management or I'm gonna do all the training myself versus enrolling. And that is a big thing we just talked about. Enrolling, enrolling, enrolling. Use that FORM. Use that 4 C, use that business card 123. If you're wondering oh my gosh I don't know how to invite, foot [gogreengetpaid.com/training](http://gogreengetpaid.com/training) and you look at how to invite. It's all right there for you.

Another pitfall, the grass is greener. OK? Another pitfall, shinning objects, stage left. Shinning object, stage right. Stay center stage. Please stay center stage 'cause it's so important. Will there be shiny things that pop up on the left and on the right? Absolutely. Will they be better? Will the grass be greener? You can make a highly, highly educated decision here before you leave center stage. If you leave center stage, your team mates can no longer see you. OK? So make a very highly educated decision and decide. Is that other company going to be easier to build? No it isn't. It is physically impossible to build three legs or more and mathematically have it be easier than building two legs. It is physically impossible, mathematically impossible to build a team where you're cut off at levels 3,4,5,6,7,8,9,10 as opposed to building something that can run to unlimited levels of depth. If you have an Amanda on the left and a Rob on the right, and they both take off and they both build 1,000 levels, you get paid on all 1,000 levels. And they'll cut you off at level 6 like... At level 5 like... what kind of levels that you get cut off, just take a look alright? So is the grass really greener? Make an educated decision please? Alright.

And is it residual? Sometimes we decide you know what, I'm going to build a traditional business. I'm going to do this or that. OK good for you. Is it residual? Are you getting paid on other people's efforts? Are you doing the work once and getting paid over and over and over again? I don't know. Maybe the shiny thing is shinier and it's so much better for you. But make an educated decision. What I recommend always is, project five years into the future. Project five years into the future. Take a look at your Essante' business and project five years into the future. Where will you be? OK. Even if it's just doubled or tripled or quadrupled you know. Just figure it out. Network marketing is cool because 2 turns into 8 that turns into 16 that turns into 32. It's not like you know, it's not like a flow process. So project five years ahead and then look at whatever you think is shining, and project five years ahead. Are you doing all the work yourself? Is it all on your head? Is it residual? Are you going to get paid to how many levels of depth? Is there 100% matching bonus? Is it chemical free? Is it part of the biggest market place that the globe has ever experienced? No it isn't. Because green living is the biggest shift globally in economic standing. This industry dwarfs every other industry that ever existed. You might think that the Internet is the biggest giant industry ever; or the automobile industry is the biggest giant industry ever. It's not. Greener is ... And it's sweeping across the world. And you're either pushing a broom and just loving life and that broom, every time you push it, money is just floating up into the air and you're putting it in your pocket. You're cleaning up the world and you're getting paid for it or you're doing something else. So stay center stage. And then, if all of that hasn't helped you to make an educated decision, I want you to take a look at your corporate connection. All right? If you're looking at



another company, or if you're deciding to open up your own company, look at who is your corporate team. Is it all you? That's too scary. Is it a corporate team that has network marketing experience that pumps through their blood? They know how to do it in their sleep? Or is it that they're just a joker president that has the title 'president' after their names. I mean, really think about it. Who do you want to be locked arms with? Who do you want to be in locked step with? What do you want to be on the same sheet of music with right? So we are there for you, we match your every effort. We say it all the time and we're so excited to do it. So take another look at all of those patterns and all of those pitfalls.

Another great thing to do is the A System Close. OK. That's another system, right? Patterns are based on systems. If you're a good closer, good for you. But I tell you what, 80% of your team isn't. But if you are not coaching on a good closing system, your team can suffer. So make sure you're coaching on the A System Close and then again, go to [gogreengetpaid.com/training](http://gogreengetpaid.com/training).

So let's end with another tiny bit of pattern and income. So that you guys can really sink your teeth into it and after this phone call, you're going to be like, yeah. I know that I know that I know. And so let's take a look at to Rob again. Rob, I'm putting you back on the phone. You've got 1 personal on your left and 7 on your right. So this time along with Rob, everybody who is listening, I need you to take a look at your personals on the left and your personals on the right and you're going to discover your pattern right here right now. Rob, the 1 personal on the left, how did they enroll? Was it \$499, \$199 or \$29.95?

Rob: The one on the left came up on board at \$499.

Angie: Excellent job. When you enrolled the one on the left at \$499, and I'll be extremely impressed, did they also establish their easy order, either for the same month, or the following month?

Rob: For the following month at \$100, yes.

Angie: You are a rock star. Call me later. I'm getting you are free product. And so on the right side you've got 7. Can you tell me, of the 7, who came in at \$499, how many came in at \$199 and how many came in at \$29.95?

Rob: Well I wish it were a little more impressive but I had 1 at \$499, 4 at \$199 and 2 at \$29.

Angie: OK. So what is your pattern? Take a look at your total number 8, 1 on the left and 7 on the right equals 8. So, if you had, 4 come in at \$199, 2 come in at \$499 and 2 come in at \$29.95, what's your pattern?

Rob: My pattern is \$199.

Angie: Your pattern is \$199 and there's nothing wrong with that okay. How much Endless Team Bonus commission do you make every time a \$199 package enrolls on the right? First, let's talk about how much volume is attached to that package. Do you know how much volume is inside of a \$199 package?

Rob: No, tell me.

Angie: No problem. No is a great answer right? Because now we know where you are at. And a lot of the people on the phone right now are like 'No I don't know' That's okay. A \$199 package has 100 points attached to it OK? And a \$199 package you're obviously going to get a \$50 enrollment bonus. But with that package comes 100 points. And if those 100 points go into your pay leg, how much Endless Team Bonus do you make with a \$199 package?

Rob: 10

Angie: \$10. Absolutely Rob. So 10% of a \$100 came up to \$10. So guess what Rob, every time a \$100 package enrolls on your pay leg, regardless of whether you put in there are somebody else put it there, it doesn't matter who put it there, the computer doesn't care who put it there, you get \$10, \$10, \$10, That's a pattern. You want that pattern. You want to coach people on how to enroll others at \$199. What would be a better pattern?

Rob: \$499 would be a much better pattern.

Angie: Of course it would. OK? Do you know how many points are attached to a \$499 package?

Rob: That would be 200 points.

Angie: Great, so every time a \$499 package enrolls on your pay leg, how much money do you make in in Endless Team Bonus?

Rob: It would be \$100 coming.

Angie: You do get a \$100 enrollment bonus every time you personally enroll a \$499 pack regardless if it's on your left or right. OK. But now let's take a look at that \$499 pack again. And let's see if it is enrolled into your right leg, your pay leg, there are two hundred points attached to it. Endless Team Bonus is going to give you 10% on your pay leg, so when that \$499 pack enrolls on your pay leg, for the 200 points, how much money, would you have made in your Endless Team Bonus?

Rob: Well I would guess \$20.

Angie: \$20 bill, \$20 bill, \$20 bill. Coming into your bank account, into your bank account, into your bank account. Coach people the pattern of enrolling people at \$499. Again, the computer doesn't care who put it there. If you're personally enrolling them good job Rob. Which you are. Awesome job. You're not only getting that 10% Endless Team Bonus, you're getting that, enrollment bonus of up to a 100 boxes. As you coach it, teach the business. And you teach others to teach the business. And that \$199 pack flowing in on your pay leg, it's a \$10, \$10, \$10. As those \$499 packs are rolling into your pay leg, it's \$20, \$20, \$20

Let's talk about \$29.95 pack, because I know there's some people on this phone who

are like 'Wait a minute, wait a minute. My pattern's \$29.95, what about that? OK. Rob, how much do you get paid when you enroll someone at \$29.95?

Rob: I don't believe we get paid anything at \$29.95.

Angie: You are correct you get nothing, nada, zip, zilch. It's a big doughnut. \$29.95 has zero points attached to it. Zero commission attached to it. And so I'm going to tell you guys a true story. And I know Cat would be fine with this, because she told me, I could repeat the story. So I'm on my way to grab a green. It's a new green restaurant ...the awesome industry I just told you work in. I'm going to get a green, ... And JJ and I walked in and it's late, it's after work and we're too tired to cook and so here we are and my phone rings. It is Cat and I said 'you know what, I got my salad already so, let me just step outside and take this phone call and Cat is in hysterics. I can hardly understand what she is saying because she is hysterically crying. She is extremely distraught.

So if you're in stage 3 of an executive 'I realize I don't know everything' you'll learn how to change someone's pattern. help them how to change their state and sometimes that's extremely important. In a situation like that it's extremely important. And I said 'Cat. I don't care what you're doing. I don't care if you're sitting in a chair, or if you're standing up. Get out of the chair or whatever you need to do but I just want you to sit down on the floor. And I could tell, she was like start crying and confused, and I was like, 'sit down on the floor' and she sat down on the floor and I said OK take a very deep breath. Deep breath in and deep breath out and just changing her physical location and her breathing pattern had her calmed down. She had a change of state. So I said, let's talk about what's happening, and she said 'I'm not making any money. And I'm scared because I'm teaching my team, and if I'm not making money my team is not making money. I don't know what to do and I said it's okay I'm going to help you. And I said by the end of this call, I promise you, you will know exactly what to do and I promise you the next time you call me you would have made money. If you do exactly what I tell you to do. Are you committed to doing that? And she said yes I will do exactly what you tell me to do. I said OK. We need to look at your pattern. I already know what your pattern is, I just need us to look at it. And as we can all guess, her pattern was \$29.95. And when you look at her team, all of her team was doing the same thing. \$29.95. No one was making money and I said Cat, they will leave you. They will leave you as a team builder. They might stay on product 'cause these are the best products in the world. We do have far lower attrition than any other company out there. They're not gonna stay and build if they're not gonna get paid. It's like asking somebody to be a receptionist and not giving them a paycheck. They're not gonna show up to the front desk. So let's look at your pattern. It's \$29.95. I said this is harsh but everybody else in the company, all 30,000 executives, they are allowed to pitch \$29.95. They are allowed to offer 3 options, but you my dear, are no longer able to offer \$29.95. it's taken off of the table for you. It doesn't exist. So go ahead and say it right now as many times as you want, because you need to get it out of your system. I want to hear you say \$29.95. And she became real quiet. I'm like say \$29.95 and she said \$29.95 and I said, OK hope it's all good 'cause that's the last time it's coming out of your mouth. I hope you feel good. You're only allowed to do. The last question in the 7 question code says 'What are you willing to invest in your new organic business?' Are you leaning towards the \$499 package, or the \$199 package. I said write it down, or highlight it in your ad book.

That's your new phrase. And you're not allowed to say \$29.95. It doesn't even exist.

You have to be prepared to lose the sale and hang up the phone, if they can't choose between \$499 and \$199. I said can you do that? She said yes. And the thing about Cat was, brilliant at booking appointments; brilliant at setting appointments and following up, and brilliant and closing. She was closing everybody at \$29.95 once we cut that tail off. She called me two days later and said she'd made \$150. She was just as hysterical, all only it was on the other end of the spectrum. She was in elated she was ecstatic. It was like I could feel her energy shooting through my telephone. I had goose bumps all over my body because of her enthusiasm. Her excitement, her zest for business we had put money into her pocket. We had changed her pitfall into a profitable pattern. So do that for yourself and do that for your team mates. Because you want to duplication to occur and that's how you get duplication done in your business. I hope you like this call. I sure had an absolute blast with you. And next week we are going to have even more fun OK. So this week I want to write the word homework and circle it. And you need to turn your red no's into green yeses. That's homework number one. Homework number two, if you're not a silver, get to silver before the next call. Go out there and get your two enrolled. Figure out how to invite and put that into action. And get two people invited onto your team and enrolled. You're a super executive if they at least have website and a 75 point order and if you position one on the left and one on the right. If you are a silver, get to gold. I don't know if you're  $\frac{3}{4}$  of the way there,  $\frac{1}{2}$  way there, or a  $\frac{1}{4}$  of the way there; but you need to be a gold to get your 50% match. I want you to write the word 'homework' and circle it and get to gold. You can utilize your upline, they'll close for you all day long. I'll close for you all day long. I'm always saying..go ahead and try OK? If you are already gold, get to platinum. Figure out who are your 4 generals, and now you need to move those silvers to gold 'cause the platinum has 4 personally enrolled golds. Help them. It will pay you very well to help them. Give you 100% match on that. Next week, we're going to have a rocking awesome time. I'm going to ...we laid out all the parts like Amanda said; part 2 we put it together and part 3 we looked at pitfalls versus profitability patterns - making sure duplication is occurring in your business. Guess what, we can supercharge your business now. We're going to do that next week. And what do I mean by that? I'm going to teach you and coach you. Probably the best thing that exists in network marketing. it's so much fun. It is so hot. I'm going to teach you from a personal depth charge and I'm going to teach you how the team depth charge. I'm going to teach you why your holding tank is the most significant space on your entire website. I'm going to teach you how it will magically turn one enrollment into 2, 3, 4 enrollment or more. I'm going to teach you how to use multiple holding tanks all at once and really be in sync with your team. So next week it's absolutely vital that you write the word homework and circle it and you want to have, every single team mate on the call with you next week. If just you alone show up, you'll learn how to do a personal depth charge. You know what that's like? It's like ...vanilla OK? And it's great though most people don't even get to vanilla. But if your team mates are all here, you should work with them. Your homework should be to figure out where everybody's positioned on my team. I'm at the top of my team who's my top left, who's my top right and who's my top left. Who's underneath them, how do they fall in the order of things? The hierarchy of things. And your left team must always be working together and your right team must always be working together. Get them laid out. Map out your genealogy and bring it to the table on paper, to the next phone call and have your teammates with you, because I

can only say it will be a massive regret if you're here by yourself without your team' cause this is where we take it to the next level. This is awesome and I can't wait to be there next week with you. I hope you guys had as much as I did. Thank you Amanda for opening the call. Thank you Rob for always being amazing; congratulations. Hope you guys had fun. Thanks everyone.