

GO FOR GOLD Part 2
Building It: Essante' Bank Account & Back Office
Wellness Warrior Workshop with Angie Levine
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Angie Levine, Chief Marketing Officer of Essante' Organics

Thank you so much Ernie ... I appreciate you. You are just a pleasure to work with. I just think you guys are blessed beyond lucky to have Ernie ...on the leadership team here at Essante' Organics. He is part of your field advisory board. We get to meet at least once a week. On the coolest staff. The things that we launch into the field. The... systems are remarkable and he literally has his ...right there, helping to mold and shape the future of Essante', and the systems that we launch. And to make no mistake, you have incredible field leadership that you can go to with your wants, your needs, your desires, your questions and he's absolutely right. Our entire field leadership does ... community to community. And you can go to anyone of them and they always bring it back to corporate and it is my true desire to always have a high, high level of massively open wide communication between the field and corporate. And for those of you who know me, I have been a field executive for over 20 years. I've enjoyed incredible income, thanks to this industry. I've always been on the sales side of things so you might be wondering 'Well, how the heck is a corporate member going to train me to get this thing done?' Well, I want you to know, I've been a corporate member for almost three years. For my entire life, I primarily come from field experience. Sales experience. And when I share with you, are the proven systems that have worked for myself and my husband Dr. Levine. Make no mistake, they worked within weeks and they are proven to work time and again and they can help you too reach a 6-7 figure income only working part time. I've never, ever, ever worked with Essante' Organics or any other marketing networking company full time in the field. I've only ever done it part time. And now that I'm here at Essante' Organics, I work for you as your Chief Marketing Officer, but I still feel like I'm part of the field, because I actually assist you guys in increasing your bank account, and that's what tonight's call is all about.

Tonight's call is part 2 of Go For Gold, so grab your journals, grab your pens, ... and get ready to take some great notes. You probably still have time to text your teammates if you didn't hear them announce themselves. Shoot them a text real quick and hop on right now because everybody wants to know 'Hey, how do I increase my Essante' Organic bank account? How do I increase my money every single day or every single week? Or whatever I wanna do? How do I get that done? Well, welcome to Part 2 – *Building it. OK?* If you attended Part 1 which is *Laying it All Out*. Last week, we laid it all out with the foundation if you will. The nuts, the bolts, the 'y' bracket. If you don't have a foundation, you don't have a whole lot to start with. So, if you're on this call, good for you. If you missed Part 1, please do go back to the recording and listen to Part 1 because it is critical to your success. And now we are moving into Part 2. I want you guys to know that we've got some awesome people on the phone with us tonight. We have Tracy, we have Richard, we have Kelly, we have Rob, possibly Caroline. She might fill in for somebody if somebody is not able to get on the line. The line is absolutely full up. And Caroline actually, a lot of her family is out there in California as a lot of you do have families or you yourselves are in California. So, first let me get out a little prayer, some shout out and some hugs and ...energy to those folks in California who are dealing with the fires. We are there for you in mind and spirit and stay strong.

Let's move forward and talk about how to do this. OK? Two things that we're going to be going over tonight are how to build your organization so that you maximize the

compensation plan; what exactly do you need to do in order to increase your paycheck. And I'm gonna do that tonight through real live example thanks to all the folks who have volunteered tonight. So, let's get started.

The first thing that you should have done if you listened to Part 1, and you did what you needed to do, is you brought to the table tonight, your personal numbers. In other words, you looked inside of your back office; you looked inside of your green tree genealogy; you found your gorgeous self at the top of your gorgeous tree; and you found your left volume; and you found your right volume; and you probably did a little dance. You should. You should congratulate yourself. Some people never even get that far. I'm amazed. That's why going to work for a boss, and you're going to work for him 9-5 and you never ever figure out where to pick the paycheck up from. What? Don't do that. OK? Always go to your back office. Always go to your green tree genealogy. Always look at that top box. It features the beautiful you and try to figure out how to increase your paycheck; your left and right volumes; left and right account. OK? Count the number of beautiful souls on your left team and on your right team. And then you also want to determine the number of personally enrolled. How many people have you personally enrolled? OK? And you can figure that out by going through a port to your back office where everybody who volunteered tonight as beautiful live assistants are going to be sharing their real live numbers. OK? And your job is to write it down. OK? Because this particular call you're gonna learn by route. You're gonna learn by repetition. Once you're finished with this call, I promise you - you will know exactly how to teach yourself and more importantly, your teammates how do they see the money, how do they increase the money. So let's get started.

I am so excited that you guys gonna get to know exactly what you're gonna be paid. I'd like to bring onto the line first and foremost. Rob, are you with us?

Rob: Yes I am.

Angie: Hi Rob. Thanks for being the awesome assistant last week. You were amazing. I can't tell you the number of texts that came in on my phone. On JoJo Williams' phone, on Ernie phone. Everybody just loved your amazing share last week on Part 1 Go For Gold. *The Why*. So, thank you so much and thanks for being here tonight. How are you?

Rob: I'm good. Thank you very much. It's a pleasure to be here.

Angie: I love it. Alright. Well, you are first up, Rob. I want everybody to do exactly what Rob is going to do. Exactly what I'm gonna do. At the top of your paper write a big circle, at the top of the circle, put Rob. OK? Underneath Rob's name in the circle, you can put a little line to the left and a little line to the right. Those lines represent Rob's left team and Rob's right team. And if you're not writing this down, hang up. This might not be the right call for you. You need to participate to produce. OK. Participate to produce and I promise you that you'll get so much more out of it. Rob. I'm going to ask you right now. Take a look at your volume. What is your left volume, and what is your right volume?

Rob: Left volume is 35,965 with 135 people.

Angie: And what is your right volume?

Rob: Right volume is 75 with 6 people

Angie: 75. OK. We're just doing volume for now. Now we're going to go down to count. Count is what Rob is also talking about. Count is the number of people or number of souls on the left team and on the right team. Of course, Rob is giving you his beautiful example, but you need to figure this out for yourself. Right? Rob, what was your count on the left and what was your count on your right?

Rob: Count of the left is 135 and on the right side is 6.
Angie: Awesome. And Rob, in addition I'd like to know your personals, the number of personally enrolled people that you personally enrolled on the left and on the right.

Rob: Personally enrolled on the left is 1, and on the right is 6.
Angie: Awesome. So everybody should have that down. 'Rob' in a circle at the top of the page. On the left team, his volume - 35,965, his count - 135, his personal enrolled - 1; and on his right he's got volume - 75, count - 6 gorgeous souls, personally enrolled - 6 on the right. Great job. I will come back to you Rob. Tracy, are you on the line with us?

Tracy: Yes I am.
Angie: Good job. Alright. Same exact question. Volume on the left and on the right.
Tracy: Wow. I've got really, really, really simple answers for you. It's zero on both.
Angie: Perfect. And just so you know. Tracy was chosen by design. Everybody starts where Tracy starts. Everybody starts with zero on the left. Everybody starts with zero on the right. That's how JJ and I started in our former company. Right? It was just us and that's it. And we had nobody positioned on our left team for us. And we had nobody positioned on our right team for us. We never even enjoyed spill over. FYI. So I want you to know Tracy was chosen with intent. Everything we do here, we do on purpose. So, awesome Tracy, that's a great answer to have zero on your left and zero on your right as far as volume goes. So my guess is, maybe the count is the same. Maybe it isn't. What's your count on the left, and your count on the right?

Tracy: The count on both again, is zero. I'm hoping to change that in the next week.
Angie: Absolutely. There's no 'hope' There's do or don't. OK? There's no 'try'. There's 'will' or 'won't'. So one of those words to remove from your vocabulary is 'hope' or 'try'. Remove those words from your vocabulary ladies and gentlemen and you will find greater success. That's an awesome job Tracy and I imagine that personals is the same. Zero on the left and zero on the right. Am I correct?

Tracy: You are correct.
Angie: Awesome. So, here's the great news for Tracy and everybody else like Tracy. You guys are starting out with perfection. So many times, I am doing a Go For Gold call just like I'm doing right now and somebody has been building for a solid 30 days doing it wrong. OK? Being counter-productive. Not increasing their paycheck, but decreasing their paycheck. Oh My Gosh. So good job to Tracy and to all of you for starting off beautifully in perfection, with all zeros down the left and zeros down the right. And I can promise you. After your Go For Gold series, theirs will not be zeros anymore, as long as you take the actions that are shared with you on Parts 1, 2, 3, and 4. Awesome job Tracy. Do we have Richard with us?

Richard: Yes. I'm here.
Angie: Hey Richard ...You are awesome. I know you are...great job. So excited to have you with us here. Will you please share your left volume, and your right volume? Again, everybody needs to be writing this down. By the time we're finished here in the next couple of minutes, you're gonna have several examples. And then we're gonna move forward, and I'm gonna coach you on each

example and how everything is gonna increase your paycheck. I promise you that you're gonna relate to at least one of these examples. So, Richard, what's your volume on the left, and your volume on the right?

Richard: The volume on the left is 697, and my volume on the right is 0.

Angie: Awesome job. I know your volume went up from the last time we talked a day or two ago. Great job. What's your count on the left and your count on the right?

Richard: My count on the left is 8, and my count on the right is 1.

Angie: Brilliant. I love it, I love it, I love it. That also went up. And Richard, left personals, and right personals.

Richard: 0 on my left, and 1 on my right.

Angie: Excellent job. OK. Great job Richard. We'll get back to all of your guys for extra information and discussion in just a moment. Kelly are you on the line?

Kelly: Yes I am.

Angie: Hi Kelly, what's your volume on the left, and on the right?

Kelly: My left is 8, 633, and my right is 93.

Angie: And your count on the left and on the right?

Kelly: My count for the left is 53, and count for my right is 3.

Angie: And your personals on the left and on the right?

Kelly: Zero to the left, and 3 on the right.

Angie: Wonderful. Caroline are you with us tonight? Caroline going once, going twice. I know her family is out there in California. Again Caroline, we give you our prayers and loving thoughts and support and positive energy. I know everything will be just fine over there in California. Thank goodness, we have ... what we do. Right. Everybody can get full on notice and can be evacuated in time. Our thoughts are with you and your family. So, awesome job everybody. I'm super excited.

So, now let's slow it all down. OK? I'm saying this to say inspect what you expect. If you don't inspect what you expect, It ain't never gonna happen. As an example, this call. OK? I could have been blabbering on about whatever, and you would have been really sick of my voice. However, I inspected what I expected. I decided you know what? We need to have some live examples on this call. I always do Go For Gold live. It's always interactive. You learn so much more that way. And so I inspected Tracy and Richard and Kelly and Rob. I met with them at the beginning of the week. And we went over every question I'd be asking them so that it is conveyed to you in an awesome manner. So. I'm gonna share with you, always inspect what you expect. And not only apply this to yourself, so that you can increase your bank account at Essante', but also do this for your teammates. You should make a note. You should write the word 'homework' and you should circle it and you should get this exercise done, what we just did with Tracy, Richard, Kelly and Rob. Get is done with every single personally enrolled. If you haven't done this with every single personally enrolled, you're not inspecting what you're expecting. If you're actually expecting Essante' Organics to pay you, magically ...don't do that. You know. Why not just go ahead and inspect it and contact all your personals and get this done with them. They will be grateful, and you will absolutely have a greater understanding, and at that point you can then start to expect things. So, super excited. So, let's go right now to Tracy. OK Tracy, just shared with us her volume, her count and her personals. Zero down the left, zero down the right. I hope you wrote that down. Again you're learning by example. And Tracy, I'd like to ask you.

I know you're under... Carla who personally enrolled you,Tell me Tracy, how did you come into the company initially? How did you join Essante' Organics initially? \$499, \$199 or \$29.95?

Tracy: I joined in at \$499. Actually I missed the part of that \$29.95.

Angie: Yes you did. You went from \$29.95. Because you told me you said I want to grab that position before I went on vacation. Right?

Tracy: I did. I wanted to get in where I can.

Angie: Great job. So she said to herself that I'm going to just position at \$29.95. Grab that position and then go on vacation. Since she came back from vacation and she said. 'I'm going to upgrade to a \$499 pack.' Anybody who wants to upgrade to a \$199 or a \$499 pack can absolutely do so but it has to be done manually to corporate. You have to email customersupport@essanteworldwide.com and you have to give your full name, your ID #, that you came in at \$29.95. You have to share which below wholesale pack you want. OK? The item code number. Also share the person who enrolled you who is 'the enroller'. Share their ID number, and then you can move forward and at customersupport@essanteworldwide.com will absolutely upgrade you manually to either a \$199 or a \$499 pack. And believe it or not, corporate will back out the initial \$29.95 that you spent on the website, you don't have to pay that twice. Awesome job. Great job. And then you're also on a monthly review order. We talked about that in Part 1. Which monthly review order did you choose? Did you choose the 100 points? 75 points? or 40 points?

Tracy: I chose 100 points because everything I use is 114 points

Angie: Excellent. You did it because you love the products; you want to be chemical free. It wasn't just about you either. What else did you decide? Who else are you looking out for?

Tracy: I am looking out for my family and I have a new granddaughter. Now I want them to be chemical free.

Angie: Awesome. You know Tracy shared with me that she's got 4 grand babies and she said 'I want all four grand babies to be using chemical free, toxic free products. And then you also mentioned that you wanted the ad script and guidelines book. Great job there. Very excited for you. So that means Tracy is qualified to receive commission when we teach you guys how to build here in just a minute. If you're not qualified to receive commission, you can build until your lips turn blue, but you're not gonna receive payment. So always ask your team mates 'Are you qualified to receive commission?' Richard, I'd like to move forward to you. How did you join the company? At \$29.95, \$199 or \$499?

Richard: \$29.95.

Angie: Very good. And did you choose to upgrade?

Richard: Yes I did

Angie: What did you upgrade to?

Richard: The \$199

Angie: Well done sir. The \$199 position is there for individuals that need it. Right? The \$499 is the most popular pack. Make no mistake. That's what comes into corporate all day long. We put together more \$499 packs than you can shake a stick at. However, not everybody can do that straight out of the gate. Sometimes, people are launching their Essante' Global business because they're in financial crises and they need to increase their bank account. And so that's what the \$199 is there for. Richard said 'I'm joining at 29.95, I got my commission, and then I immediately upgraded to \$199 because he started reading, he started learning and

it's like 'Oh my gosh. I really want to try these products asap.' So, well done Richard for trading from \$29.95 to \$199. And what monthly easy order are you on?

Richard: 100 point

Angie: Well done. Why did you choose that?

Richard: Because I want all the products I can get.

Angie: Did you get your classified ad book as well? Because you would qualify for it.

Richard: Yes. I did.

Angie: Brilliant. What's your favorite part of the ad book?

Richard: I'm liking the text ed and the ...

Angie: OK. Good job. Have fun with that. ..away and enjoy. I'm gonna read Obviously, you're only qualified for that book if you are on 100 point order or greater. You know how to get the book obviously you go to gogreengetpaid.com/training. So awesome job there. Kelly, tell me a little bit about your beginning stages. How did you start here at Essante' Organics?

Kelly: I started at the \$29.95. And I decided to upgrade today, for the \$499 package.

Angie: Well done. Congratulations to you. Why did you choose to do that? I'm sure people are on the phone saying 'Wow. She chose to go with the \$499. Why?'

Kelly: I had my eye on the G3 stuff. And I wanted to give it a go and I felt that that was a better move and I would have it for a while.

Angie: Good. Excellent job. I would say, that what Kelly chose to do is perfection. If you can do it, do it. Why? Because network marketers are like monkeys. Monkey see, monkey do. Network marketers. We're like parrots. OK. If somebody says something and believe me, it's repeated at least 100 times, and so, what you do, your team mates will do. Whatever you do, your team mates will follow suit. And I can promise you that if everybody joins your team at \$499, you will make more money...than people who are joining at \$199 or \$29.95. I'm going to coach you why, I'm going to teach you why that works. We might get to that on Part 3 which is *Pattern*. OK? Patterns that are profitable versus pitfalls. OK? So we'll talk about that on the next call. So, \$499 is an awesome decision. Rob, how did you join the company?

Rob: Well unfortunately, I was only able to join at the \$499 pack.

Angie: You're one of those awesome executives who calls me and texts me and says 'Why don't we have a \$1,500 package? I love it. I love it. Awesome. Why did you decide to join at \$499? Why did you do that?'

Rob: Well, that's a huge answer so I'll try to keep it very short. This is a business and I can't believe that you begin the business with an investment of only \$499, and have something so amazing at your fingertips. It's literally nothing. You know and to have all those amazing products come to you for that price is just wonderful.

Angie: Why did you compare it to your mortgage business because that's what I did. When I first entered network marketing, I looked at my traditional business. I looked at my initial start-up cost including schooling for my husband and myself. I looked at overheads and I looked at all of that for traditional business which was highly profitable make no mistake. It is a multimillion dollar business, we're grateful and happy for that. But when I looked at network marketing I thought, and I looked at the startup cost versus the return on investment which is a 6-7 figure income, and you can build it working part time, I was absolutely astounded. So, share a little bit Rob. What is your current traditional business and how does it differ as far as investment cost?

Rob: You bet. I'll refer back to my mortgage days and just licensing alone, I had to write a \$70,000 check to get licensed in 17 states. You know, I had to hire 45 employees. That's 45 desks and computers. I had to get bonded, I had to get insured. I had a rent of \$5,500 a month on the facility and it was on and on. You know. And the liability you have on that as well is tremendous. And we have this opportunity to come in here at \$499 or \$199 or \$29.00 and start building a team that I know that even though I've reached a 6 figure multiple income in a mortgage business, I know that I'm going to blow that away with Essante'. and I'm not going to have anywhere close to that kind of overhead and I'm still going to have an amazing team working for me doing that bringing in residual income, whereas in the mortgage industry, I didn't even have that.

Angie: Absolutely. I get it. I get it all too well, and it's the only reason I'm on the phone with you tonight. You know, JJ and I operate at a different level today. We obviously oversee an entire corporate field on a global scale and I truly feel blessed for that. I didn't think that would come for many more years in our network marketing career. I however, headhunting in this business is special and feel very blessed that Mr. Whittacker did headhunt us out of the field and into corporate. And make no mistake, we don't earn a salary so to speak. The reason we work with you so closely is because of how we are paid. We are no different than you. We actually assist the entire corporate team and the entire field on a global scale to reach new levels of prosperity and in doing so, we win just like you do. So, awesome analogy there Rob. And it is just a beautiful thing when you come into network marketing. So, for those of you who are listening, I hope you got a lot out of Tracy, Richard, Kelly and Rob's examples. I want you to write your own examples on your own sheet of paper.

Only this time, I want you to draw a huge triangle, maybe even on a brand new sheet of paper. A huge giant triangle. Tracy, Richard, Kelly, Rob you should do the same thing. At the top of your triangle, this is your triangular Christmas tree if you will, your green tree genealogy. At the vey tippy top. Draw a beautiful star. Next to the star, put your name. You are the star at the top of your Christmas tree. I'm going to teach you exactly how to position people, so that you increase your Essante' bank account. OK. So, you've got an imaginary little kit. And you're drawing out this triangular, this perfect triangular Christmas tree. When you were a little kid, you put lights down the edge of the left side and down the edge of the right side. Pretty much perfectly. Right? You did one on the left, and one on the right. They matched, perfect height. So go ahead and do that. Put one little light at the top left, and one little light at the top left on the outside if you will. Go ahead and put another little light on the left and another little light on the right. Again, perfectly even with each other. Linear and nothing in the middle of that Christmas tree. OK. And that's how you build. You can do another, a third one on the left and a third one on the right on the very outside of your Christmas tree if you will. And so the lights represent the people that you are positioning onto your team. And I'm gonna coach you, you always position people on the far left left and on the far right right. Your personally enrolling people, far left, left and far right right. What am I talking about? When people look at that top light on the left. OK. The top light on the left, you've got your little Christmas tree there, they've got two teams right. Underneath that light, they've got their little left team and their right team. OK? So their left team is your left team. Both of you are building the same far left, left seeing the outside of the Christmas tree. However, the interior of the Christmas tree, your top christmas light, they've got a light team as well, which is the interior of the

Christmas tree. You don't build that. That is not your job to light up the interior of your Christmas tree.

It's that person's job. It's their job to build the interior of the Christmas tree. Their... Does that make sense to you Tracy and if not, please say no

Tracy: Yes it does.

Angie: Richard does that make sense to you? If not, please say no.

Richard: Yes

Angie: Kelly?

Kelly: Yes mam it does.

Angie: Rob?

Rob: Absolutely

Angie: Excellent. If it doesn't make sense to you as a listener, please, please get together with your upline leader or me to go over it until you do understand it. And sometimes I do have people say 'no' and I go into the ... right there. So this is not welfare marketing, this is network marketing. You do have to work. You don't get a paycheck just because Rob is building his far left, left and you're on his far left left. You don't get a paycheck. He's built half of it for you OK? In other words, all of his spill over. All of his personally enrolled on the left, go underneath your left. But you my friend, must build your right. You got to build the interior of the tree. Same thing with Kelly. If you look at Kelly, she's got 8,633 in volume on the left, and 93 in volume on the right. So she's very busy building the right side of her Christmas tree. Imagine your position on the right side of her Christmas tree. Just because Kelly is positioning more people underneath you on the far right right. Her far right right, would be your far right right, doesn't mean she would build your interior. That would be welfare. That's not what we do here. However, Kelly's spill over is your spillover. And so that is the beauty of a binary. Anybody tells you different, you get them on the phone with me. I will tell you that the top income earners and the top leaders in network marketing today, they will not join anything but a binary. Because they understand mathematically, it's easier to build two legs as opposed to three or four or more. They also understand mathematically, that the person above them is building two legs and therefore, half of their enrollments are typically positioned underneath them and they enjoy that spill over and all volume, all people that are positioned underneath you, all the volume that they produce is your volume. It doesn't matter if you position people underneath you or if people above you position people underneath you or if the people underneath you position more people underneath you. Write this down, 'the computer doesn't care who put it there'. The computer doesn't care who put it there. Every single light on your Christmas tree is your light and you can benefit financially as long as they're lit up and doing so. Right? So, hopefully the Christmas tree diagram makes sense to you. Again, if it doesn't please get with your upline, please get with me please get with both of us, please get with JJ, please get with Michael, we're happy to describe how easy it is to generate income here.

So let's move forward and talk a little more about where to position people now. OK? Because you might be like Tracy. zero on the left, zero on the right. You might be like Richard, right? A little bit of volume on the left, and zero on the right. Or you might be like Kelly alot. So let's talk about it. Let's look at Richard. OK? If you wrote down his example, he had 697 in volume on the left, and zero on the right. And I want you to ask yourself this question. Which leg is Richard's power leg? Which leg is Richard's power leg. Tracy, do you know? You can say yes or no. Both answers are right.

Tracy: I think I do. I think it would be the 697.

Angie: You are correct. The 697 is his power leg. Rob, why is 697 his power leg?

Rob: That's where he has the majority of all of his volume, as well as if I believe I have his columns right, his people right now.

Angie: Exactly. And people, it has nothing to do with the number of people, it only has everything to do with volume. So Tracy and Rob you are correct. Richard's power leg is his 697 in volume. And if you're looking at your own green tree genealogy, you want to look at the left, you want to look at the right and your power leg is the leg with the most volume. Make sense Kelly?

Kelly: Yes.

Angie: Alright Kelly, tell me. You've got a left volume 8,633, right volume 93. Which one of your leg is your power leg?

Kelly: My left.

Angie: Excellent job. Well done. Now let's talk about pay leg OK? Let's take a look at Rob. Everybody wrote down the example. He's got 35,965 in volume on the left, and 75 on the right. Tracy, which one is Rob's pay leg?

Tracy: Would that be the 75? The right leg?

Angie: Good. It would be the right leg, 75. Richard, why is that true?

Richard: Because that's the lesser of the two legs.

Angie: Absolutely. That's the volume that is less. When you look at the two legs, which leg has the less volume, boom, that's the pay leg. I want everybody on this phone call to take a look at their green tree genealogy, take a look at the top box, take a look at the left and the right volume, and you tell me, better yet, you tell your upline leader, which one of your legs is your power leg and which one of your legs is your pay leg. And now, it's everybody's job to laser focus on the pay leg. Because when you laser focus on your pay leg, you will increase your Essante' Organics paycheck. Boom Boom Boom every single time. I'm gonna teach you how to do that right now.

Let's take a look at Kelly. She's a great example. I'm very fascinated by her example. We talked about it earlier today, actually earlier in the week and I said there must be a rhyme or a reason for why you're building the way you're building because most people shouldn't build like this but I bet, there's a reason. So everybody should look at Kelly. And Kelly's got 8,633 in volume on the left and 93 in volume on the right. She's got 53 count on the left, 3 on the right. Personal: 0 on the left and 3 on the right. Not that anything's wrong about my and Kelly's conversation, do you think that would raise a red flag for me? Zero personals on the left, 3 personals on the right. Do you think that raised a red flag for me? Rob?

Rob: Yes. Absolutely.

Angie: Why did that raise. Initially, why did that raise a red flag? And you see that they're putting people down on one side, and nobody's on the other side. Why is that a red flag? Why do you think that's a red flag Rob? Say I know or I don't know or share.

Rob: Oh I'm sorry. I didn't know you were still looking at me. To me, in order to move up, you gotta put somebody on both sides. But it looks like she's just focusing obviously on the right side, to me, so there's really nothing that as far as the left that she is able to grow that other than who she already has there.

Angie: Absolutely right. So, the reason it raises the red flag. In other words if you're looking at your team mates, or you're looking at yourself and you're like 'O my gosh. I have zero personals on one side, and 2 or more on the other side. The reason initially that's a red flag is because Kelly in this instance, is

not a silver. OK. She could have been a silver if she positioned one on the left and one on the right. Each with the left side, each with a minimum of 75 point monthly order. Boom, she would have been a silver. Boom she would have unlocked the 25% matching bonus, but I'm looking at Kelly, and I'm like whoa, whoa, whoa 0 on the left, 3 personals on the right. OK the next question is Kelly, Is there a rhyme to the reason because occasionally, there is. And thankfully for Kelly there was. So, Kelly, tell me who your 3 personally enrolled are. All down the right side.

Kelly:

My two children and my husband.

Angie: Brilliant. OK? And therein lies the method to the madness. The only exception to the rule is you're always going to position like people with like people down the same leg. If you are enrolling family members, like Kelly, you better position everybody far left, left, far left left, far left, left. Or as in Kelly's case, position every single family member far right right, far right right, far right right. One family member underneath the next, underneath the next underneath the next. If I had heard that Kelly positioned one son on the left and the other son on the right, O my gosh,... You never want to create competition among a friendship group or working group and never, ever, ever create competition among families. So, when I heard that Kelly had her husband, and her son and her other son, I was thrilled. I said Kelly, great job. More importantly, great job to gain the foresight because obviously she coached you to always put your family members one underneath the next, underneath the next on one far side or the other. So, that's Kelly's example. And ideally you've done the same thing and if you are freaking out right now, because you put one family member on the left, and one family member on the right, don't worry, you can contact your upline and together, you guys can contact customersupport@essanteworldwide.com and it is possible we can help you. It depends if other people have been enrolled down below. There's not a whole lot that we can do. We can't make moves like that because people are already earning income off of the volume below them. But if it's a brand new thing and there's no volume gone on, we can rectify it if we catch it quick enough. That's why it's vital to listen to the 4 part Go For Gold Series. That's why it's vital to put your team members into Part 1, Part 2, Part 3 Part 4. You don't want to hire them for a job and say OK, good luck with that and walk out the door. And expect them to know how to fry French fries and expect them to know how to flip burger patties. And expect them to know how to operate the drive thru. You've got to give them coaching and while you don't have to do it yourself, you do have to direct them to the proper training which is right here for you. Hope that makes sense.

Now let's take a look at Richard. Richard, we know by looking at his example, he is very busy building the far right, right side of his Christmas tree OK? That's his pay leg, Every time he positions someone there, he is going to start earning more income. Let me go back to Kelly. Kelly, your job is to enroll a non-family member asap, on your left leg. Why am I coaching you to do that Kelly?

Kelly:

Because then I'll hit silver.

Angie:
money?

What happens when you hit silver? Is it just a pretty title or you get more

Kelly:
bonus.

Oh yeah. I mean you get more money. And you get the 25% in matching

Angie: Yes maam. So write the word 'homework' and circle it. Between now and the third Go For Gold call, your homework is to personally enroll somebody on the left. Minimum. On the websites and the 75 points order and that way when you and I are chatting it up next week, maybe tomorrow even or the next day.

Depending on how quickly you get it done, you will be a bonafide silver, and you'll be earning a 25% match on all four of your personally enrolled. How hot is that?

Kelly: That would be awesome

Angie: Get ready to rumble baby. OK, now let's move over to Richard. Richard, you are very busy building your far right right. Great job. So your volume over there is 0. When I see that you have a count of 1 and a personally enrolled of 1 on the right, but a volume of 0. What does that tell me Richard? Do you know? Yes, no either answer is fine.

Richard: No I don't know offhand.

Angie: Alright. Well that tells me that your personally enrolled is not on an auto shift. Am I correct?

Richard: That's right.

Angie: How did I know that? I don't have magic fairy power. How did I know? Based on the information you gave me.

Richard: There would be some volume.

Angie: Brilliant. You are awesome OK? And hopefully everybody on the call figured out how to also be awesome like Richard. I can see right away, no volume means your personally enrolled doesn't have an auto shift. The minute your personally enrolled orders 7.365 ph shake at 50 points, the volume goes up to 50. OK? And now I'm going to coach you guys on why that's important. Ok. Why should you increase the volume? Or increase the auto shift, or increase the one time orders especially on your pay leg. Because you, every time you do, endless team bonus will pay you 10% commission. If you're on a 75 point monthly order yourself or higher. OK. So, endless team bonus.

That was your homework so if you're like whoa whoa whoa, Angie's getting way ahead of herself. I don't understand right now. That might be because you weren't on Part 1 but might be that you were on Part 1 but you didn't do the homework. Listen to gogreengetpaid.com/training 'How to get paid'. Hey, if you're not familiar with endless team bonus, and how to generate a 10% commission on a weekly basis, is because you didn't catch that call. So go back and listen to that call and in the meantime I'm going to give you a crash course, a cliff note if you will. The computer, please write this down. The computer looks on your left team, and it looks on your right team and all it's doing is just looking for the volume. It's not looking at anything else. What's the volume? Let me look at the left volume, let me look at the right volume. I'm gonna find the team or the side, or the leg with lesser volume. Boom, I'm gonna pay Richard back. Boom I'm gonna pay Kelly back, boom I'm gonna pay Rob back. Boom I'm going to pay Tracy back. So, let's pretend we are the computer. Alright? And let's look at Rob. Rob has 35,965 in volume on the left, 75 in volume on the right. Does anybody know Tracy, Richard, Kelly, Caroline if you're back. Does anybody know. If the computer were to make a payout right now, what would the computer pay Rob on endless team bonus only? Richard, what would the computer pay Rob?

Richard: It would pay him the 75

Angie: It would pay on 75 point or 75 in volume. What would the paycheck be to Rob?

Kelly: \$7.50

Angie: Brilliant job, was that Tracy or Kelly

Kelly: Kelly

Tracy: She beat me to it.

Angie: Great job Kelly. And great job Richard just for ... 75 in volume. The

computer says Boom, I'm going to pay Rob \$7.50. But only if Rob is on a 75 point order or higher himself. We get a lot of calls into corporate 'How come I didn't want to get \$7.50' Because you weren't on auto-shift. OK, so that's really the primary thing. Make sure you're on autoship again that's on Part 1 Nuts and Bolts. Look at Kelly. Everybody can look at Kelly's example. 8,633 in volume on the left, 93 on the right. What would the computer pay Kelly if she's on a 75 point order herself or higher. What would the computer pay Kelly in endless team bonus?

Richard: \$9.30

Angie: Brilliant. Look at you guys. Route is rocking. It's awesome when you learn like this. And so Richard, my encouragement, my recommendation to you is to contact your personally enrolled, on the far right right and share with them, the toxic-free products. Right now, they're probably ordering products that are filled with toxin, neuro-toxin, carcinogen and share with them, how they can order products that are toxic free and organic and however many products they order, however many points are attached to those products, you just increased your Essante' Organics paycheck. Does that make sense Richard?

Richard: Yes. It does.

Angie: Alright, so your job is to write the word 'homework' and circle it. Contact your personally enrolled. Help them order products. And the brilliant part at Essante' Organics, ladies and gentlemen, is you can ask anybody, 'would you like to order at retail, would you like to order at wholesale, or would you like to order at below wholesale?' Nine times out of ten they would say 'below wholesale' wouldn't you? I'm like, wait a minute. I could go to Walmart and get things, you know, kind of at wholesale, or Costco kind of at wholesale. Are you telling me that there's another store that just opened up and I can go get something that's below wholesale?... I'm all over it. So nine times out of ten when you offer them would you like to order retail, wholesale or below wholesale? Nine times out of ten they'll say below wholesale. OK. Well the only place where you can look at below wholesale and order below wholesale is on my join button. Go on my website and click the join button, and you'll see the packages that are on below wholesale, you can get only one. ... Yes there are 3 or 4 more but you can only get one. And they are awesome, huge sale. Some of those are \$95 below wholesale. So Richard, your homework is to write the word 'homework' and circle it and call your personally enrolled and help them start living chemical free even if they just order one tiny product. OK let's just say, they say, they're like 'You know what, this looks really good to me. ...that looks really good to me. Connor is 35 points or 35 in volume. If your personally enrolled Richard orders ... with 35 points and 35 volume, what does your endless team bonus pay you?

Richard: \$3.50

Angie: Absolutely. And nine times out of ten, that's the recurring order. It happens every single month. Why? Because our products are based on a monthly order. There's only 30 servings in Super and they're gonna want it again and again and again. Awesome. That's a great job Richard. So hopefully that makes sense to everybody?

The Christmas tree bills, and how to increase your volume on your pay leg every single time and all you've got to do really, is take a look at your endless team balance. OK. Take a look at the Essante' earnings one page. It's right there under business and tools. Take a look at it. And if you want to build your monthly residual income to just over 100 bucks, you only have to enroll 4 levels. OK? And that will mean you enroll 2 people and they enroll two people and those people enroll two

and those people enroll 2. You build up to after 4 levels, that's \$100 in residual income month after month after month and we pay you weekly. OK? We pay you weekly. Maybe you want more than that on a residual basis. Why not build it to level 8? Get two who get two, who get two, who get two. It's not you personally enrolling 256 executives, it's you enrolling 2 and teaching them how to enroll 2, and them how to enroll 2 and at level 8, you do have 256 executives on that level alone, in addition to the upper levels and you're earning \$1,900 a month. And that is above the average USA income. You build it to whatever level you want. We built it out way beyond level 12 in our former company. A level 12 here, allows over 4,000 executives not including all the levels above. (bad patch. Muffled sound) and when you're at level 12, you're earning \$30,712 a month in residual income and I can promise you 7-10 hours a week here and you can build a 6-7 figure income. You can actually say to yourself, I'm going to move forward here. I'm not going to do part time anymore, I'm going to do full time like Ernie Pinard, Ernie works from his home full time. In network marketing? And he can actually pay bills? OK.enroll one person on the left, one person on the right. Gain your silver and getting that 25% matching bonus on your personally enrolled, move forward to gold; and a gold executive has personally enrolled 8 people each with a website with a 75 point order minimum. They're at gold and all 4 people have become silver and then enrolled two and become silver. And golds get a 50% match and then platinum get 100% match. Same 4 people. All you have to do to reach the top of this comp plan is to enroll 4 people. When all 4 people become gold, then you're a platinum. And so that's more exciting because platinum get 100% matching Their personally enrolled. Do you remember the ...with people. Are you with me Rob?

- Rob: I'm here Angie. I couldn't hear you very well. I'm sorry.
- Angie: Do we limit the number of people that you can receive a matching bonus on?
- Rob: Absolutely not
- Angie: Now, so if you enrolled 5 people we'll give you a matching bonus for all 5 if you're qualified?
- Rob: That's right
- Kelly: You keep cutting in and out
- Angie: OK am I cutting in and out?
- Rob: Yeah
- Angie: OK let me fix that... OK. We do not limit you on the number of people that we're going to give you a matching bonus on as long as you qualify. And if you look at other companies, you actually have to really enroll a tremendous number of people oftentimes. As an example. Can you guys hear me OK now?
- Rob: Yes
- Angie: As an example in NuSkin, one of my first network marketing companies. Does anybody know how many personally enrolled you have to personally enroll to get to the top of the comp plan at NuSkin? Take a guess.
- Richard: 50?
- Angie: No. That would be horrifying actually. It's 15. We had to personally enroll 15 people in order to maximize compensation. And NewSkin did not have a matching bonus. They still do not, to this day.
- Kelly: ...start out between 3 and 5.
- Angie: Yeah. It's beautiful. That you only have to enroll 2 people at Essante' Organics to unlock the matching bonus at 25%. And 4 people maximum to unlock the matching bonus at 50% and 100%. So hopefully, that makes sense to everybody. And I would love to share with you guys some homework before we close the call.

You want to bring your homework to the next call. Everybody's homework on this particular call you guys were actually going to register for the Great Green event. Tracy did you get registered?

Tracy: I did

Angie: Well done. Richard did you get registered for the Great Green event?

Richard: No. I haven't yet.

Angie: OK. Why do you want to? I know you told me you want to and you will. Why?

Richard: Why? So I can meet everybody. Meet you all. 'Cause you all are great. I love everybody So, I want to...

Angie: I think you said it's been 12 years since you've been here at Phoenix. But you love Phoenix. It's fun to have you. I can't wait to meet you in person. Truly. I can't wait.

Richard: It'd be awesome. Yeah. Phoenix is great.

Angie: Kelly did you get registered for the great Green Event? Monologue. Rob, are you registered for the Great green Event.

Rob: Yes I am

Angie: Brilliant. You guys are awesome. I'm so excited to meet you and to meet your team mates. The person with the most people at the Great Green event wins ...

Kelly: No I have not.

Angie: No problem. OK. I appreciate that. I know sometimes in life we do have things that are pending and no worries. Just write the word 'homework' and circle it. And put it in your calendar for when you feel you can register for the Great Green event. Because the minute you do, is the minute you can call your team mates. And since they'd say did you register? You can say you did. I'm going to have you registered too. And that's where you guys all get to meet and link arms. Not just with corporate. Not just with your upline, but with yourself and your downline. It is so spectacular. So I'm so excited to see you guys and meet with you.

And on the next phone call, we're going to go over Patterns. We're going to go over plausible patterns. I want you to take a look at. How am I enrolling people? OK. If you're like Tracy, don't worry. She hasn't done it yet, but Tracy, your job is to write the work 'homework' and circle it and get your first 2 people enrolled before the next call. OK. Get to silver before the next call. One person on the left, one person on the right. Go to the website and get the 75 point order minimum and you'll be a silver when we're on the next call.

Richard you've got one on the right, but without an auto shift. So your homework is to write the word 'homework' and circle it and help that one person on the right reach 75 points minimum and also, personally enroll somebody on your left. The website at 75 points minimum and you're a solo by the time we get to call number 3.

Kelly is rocking man. She's enrolled 3 family members enrolled all on the right. She's gonna get one more personal on the left with minimum website and 75 point order. She'll be at silver by the next call.

Rob. He's super rocking. He's got 6 on the right and 1 on the left. Rob is a gold executive on the Presenters' board. He is just tearing it up. Love it, love it, love it

Rob. And, so your job is to laser focus. Write down homework and circle it. Laser focus on my 4 generals. You personally enrolled 7, I want you to pick out the top 4. And I want you to choose your generals. OK. All 7 are probably not gonna..., you got to look at who's in it to win it. What if I left today? Who would still be here doing it? And out of the 7, pick your 4 generals. And I want you to get those 4 generals to solid silver and to solid gold. And I'd like to work with you on that. Call me later...Awesome. That's really it.

And the rest of your homework is pattern. I want you to take a look at your personally enrolled. How are you personally enrolling them? Are you personally enrolling them at \$499, \$499, \$499? And after the order is activated and established immediately they order their \$499 pack or is your pattern \$499, \$499 and your forgetting about the auto shift? Is it to be activated next month? Is your pattern \$199, \$199, \$199? Is your pattern \$29.95, \$29.95, \$29.95? So we're talking about patterns next call. That's your homework. Figure out my pattern. Write the word 'homework' and circle it. Figure out my pattern.

The other pattern I want you to figure out. I want you to go into your back office. Write the word 'homework' and circle it. Go into my back office, click on green tree genealogy; take a look at your left team and your right team. How many red no's do I have? And how many green yeses do I have? What the heck does 'red no' mean, what the heck does green yes mean? OK? Red no means they did not place an order last month. They're not active. Green yes - they did place an order last month. They're full on active and that's hot. OK? You want a lot of green yeses and fewer red no's. You can also click on report and you can actually pull up a report of all of those no's and yeses. So those are your homework pieces for tonight. Enjoy. You've got a full week to get it done.

And next week go over patterns and how to create profitable patterns and we'll teach you how to increase profitability. Literally overnight. Within your organization. I'm also going to teach you the pitfalls and once you're aboard, I'm gonna share with you who called me crying their eyes out. Why they were crying their eyes out. Why they were ready to quit. How they turnaround in 48 hours how they were madly profitable. What happened there? Pattern versus pitfalls. I'd like to close the call with Kelly, Richard, Tracy, Rob and Caroline if you're on the phone. Any question before we close the call?

Tracy?: No question, but I do have to give you a compliment. I loved your FORM on the ... way to do things.

Angie: Good. That's awesome. Homework from last week was go to gogreengetpaid.com/training - *How to Invite*. It's lengthy. I'm never going to sugar coat it. I often tell people to cut it in half and make it two trainings. But you learned FORM and the 4 C invite and those two invitations will change your life. And it really helps you become a master inviter. And 90% of this business is inviting. And some people go out there and vomit all over people. And what happens when you vomit on somebody, they run away. Why would you want to do that? Go and get yourself qualified to invite. Go ahead and learn how to invite. I'm so glad that you liked that call. What was your favorite part?

Tracy?: The personality profile was really interesting to learn and the 4 methods of talking to people. I just tried to make a point of just talking to people I don't know.

Angie: No problem. It all starts somewhere. See if you can get up the courage to talk to somebody about who they are and what they do. What they're looking for. That's great. Write the word 'homework' and circle it and say 'I'm

committed to the M in FORM which means ‘message’ that’s where you deliver your message. Because you can learn about people all day long ten ways to Sundays, but is that going to pay you? No it’s not. Is it going to help them? No it’s not. Not until you deliver the message which is... I am so glad to hear about what you have just shared with me. I’m sorry you don’t like your boss. I’m sorry you’re not earning enough income. I’m sorry you don’t have enough time to go out and ... and travel the world. And here’s the key. Write this down. What if I could show you a way to travel more and work less; what if I could show you a way to ditch your negative thoughts and never look at your face again as long as you live; what if I could show you a way; what if I could show you a way to work half the hours you’re working right now and earning twice as much. That one right there ladies and gentlemen, is the 6-7 figure. What if I could show you a way to work half the hours you’re working right now and earning twice as much? What if I could show you in 10 minutes. Would you be interested in looking? 10 minutes. So you’ve got to concentrate on homework, specifically delivering the message. Having them take the next steps to look at it and scheduling the appointment. OK Great you’re going to look at it for 10 minutes? Do you want to do that tonight or tomorrow? Refer back to your first Go For Gold call with *the Power of Two* and schedule it. Great input. I love it. Any other questions before we close the call?

Richard: I’m just happy to be here and I just love this training.

Angie: You’re welcome Richard. I thank you. You’re welcome. It can’t happen without you. Right? I mean, believe me. We are all for one and one for all. And you guys made a massive difference in people’s lives tonight, I hope you know that and it’s a beautiful feeling. Forward, make a difference in someone else’s life and with that, we will close the call. You guys have an awesome night. And I’ll hear you on Part 3. Take care.