

GO FOR GOLD Part 4
Super Charging It: Depth Charging & The GGE
Wellness Warrior Workshop with Angie Levine
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Angie Levine, Chief Marketing Officer of Essante´ Organics

Thank you so much. I really so appreciate hearing you speak as a Platinum Executive in the company. Someone who I absolutely admire, somebody who I trust. Someone who is a true leader in every sense of the word. It is just a gift to be able to work with you every single week and one of my favorite parts about your story is how very empowered you became through network marketing, through Essante´ Organics. Just to watch the metamorphosis that has taken place from the very first moment that I met you to today as an outstanding leader within our company. I just want to say from the bottom of my heart, I admire you and I am so very grateful to you and all of our leaders here. It's an absolute pleasure to work with you and thank you for introducing me tonight. And I'm excited to work with everybody right now who is on the line. I know you guys have dialed in. I heard you announcing your names, where you're calling in from and I know sometimes before the final Go For Gold Call can be somewhat melancholic right? Because you're just like 'Wait. I just want it to keep on going and going and going. Just awesome information. So, I'm happy for you that you're enjoying yourselves. I've received so many texts and voicemails, and e-mails on how this is changing your business. How you've taken action. So many people have said 'Oh my gosh, I've moved from executive to silver' or 'Oh my gosh, I came in at a fast start pack which made me a quick silver but I became a true silver within the first week of this 4-part series. Or I've got from silver to gold and of course you've got so many people who are right on the cusp of platinum, it is outstanding. So, I'm thrilled to be with you tonight. You are going to have a fun time. It will probably be our quickest call but don't get too melancholic because I'm going to coach you at the end of the call. What you should do. Why it shouldn't end here OK? This is really just the beginning of your commitment to stepping into leadership. It's really going to be fun I can promise you that. Jane was talking about why she came into network marketing. Why she came over to Essante´ Organics. And before I get into the Super Charging your Business, part 4, How to personally depth charge with your own holding tank, and how to use multiple holding tanks within your team to create a teamed up charge.

But before we get into that, it's really vital that you guys know what you've got. Sometimes you don't know what you've got till it's gone. Right? So, think about what you've done in the past. Think about network marketing companies perhaps that you've done in the past. Regular traditional business that you've done in the past. Now I really want you to write this

down in your journal because if you can share these **7 Key Factors to Success**, I literally used to write these 7 key factors down. And I carried them with me at all times and sometimes I would pull it out and I would put it in front of me and it kept me on track. It kept me able to share with somebody what our company has in relation to every other company out there –traditional, multi-level marketing company or otherwise. If you can grab these 7 key factors and own them. Right? This is your business, this is your livelihood. This is a willable, sellable business. You need to know it inside and out. If you can articulate these 7 key factors, you will find that people will join you in droves, because 99% of the time, they're missing so many of these 7 key factors and may never realize it until you bring it up. Right? So, what are the 7 key factors to you being successful inside of your own business?

- You need to be with a company that has **impeccable integrity and exceptional**

corporate and field leadership. And that company needs to operate like a team. OK? Like a team effort. In other words, are all the leaders in the company in lock step? Is corporate in lock step? Does corporate have the goods. Right? Do they know what network marketing is? I'll share with you my former company. Unfortunately, a lot of the corporate staff including the owner did not understand network marketing. They didn't understand it was a relationship business. They changed the compensation plan 6 times before I left because they didn't understand that critical element of network marketing being the relationship business, being we build trust. Right? So, look at every other company out there and determine. Is corporate truly connected to the field or is it just a bunch of hot air? OK? You want to always be sure that you're with the integrity company where corporate and field leadership, we are in lock step together. Which you've got here at Essante'.

- **Timing.** OK? I will be the first one to tell you I'm like the 3 bears. OK? You know, this chair was too soft, and this chair was just too hard and this chair, well, it was just spot on perfect. It was just right. So, if you get into a company that's too old, it is very difficult to build in a company that is too old. In other words, we saw already, millions of distributors or executives somebody on every street corner. It's virtually impossible to stake your claim, to find your territory because it's already been gobbled up by everybody else. The minute you say the name of the company to 5 people, 4 out of 5 people know the company already. And you can't get your foot in the door with your new people because they've already heard of the company and at that point, a company that's already gone through critical mass has already gone through momentum, it's already plateaued, it's already flat-lined, it's already stabilized. There's zero growth and if you've worked inside a company like that which I have, it is virtually impossible to amass the kind of wealth that network

marketing allows you to amass, because the ride is over. Right? Everybody's already sold their ship with gold nuggets and you come along and there's no more gold nuggets. So, timing is critical. So, don't get into a company too late and don't get in too early either. I've also made that mistake. My former company that changed the compensation plan 6 times: part of the reason they did that is not only because they didn't understand that network marketing is based on trust and relationship, they did it because they were green behind the ears. They were too young of a company. They weren't well seated in their decisions yet. They decided to change their minds 6 times. So don't get in too late and don't get in too early. Make sure timing is perfection. How do you know timing is perfection? You can feel it. You can sense it. People are joining the company at a quicker and quicker and quicker rate. And you actually are out there saying the company's name Essante' Organics, Essante' Organics, Essante' Organics. And nobody knows the company's name yet. And you're inside of something so special so make sure you hit that timing perfectly. Right? Make sure your market is amazing. OK? You must have the option to work inside of any market space you choose. And as a business woman, I'm gonna advise you strongly to choose a market that is insatiable. Alright? Choose the market that is in such high demand, you can barely supply the demand. Ok?

- And make sure it's **problem/solution based.** There are companies that cut their market in half. And who am I talking about? Any company that markets strictly to females. OK. Any company that offers make-up only, guess what? They've just cut half their market out of the picture. They're not marketing to men primarily. Think about companies that have items that are not commodities. OK? I know of companies

with patches. I'm like wow you know. How many patches are you gonna slap all over your body? How's that working out for you? How many patches do you gotta wear today? One a day. Every day, 30 days in a row? How's that going for you? It's crazy. Candles. That's another one that ...I mean I love candles. If you come to my house. I do. They're just natural and beautiful and wonderful. But how often do you buy candles? What kind of marketplace is that? What kind of demand and supply are you operating at? It isn't a commodity. Something that utilize and purchase on a monthly basis and then re-order 'cause you got to. Right? Commodities ...are key. Problem/solution is key. Marketplace is key.

- What kind of trend are you inside of? **Global trend.** OK? Candles are not trending. Make-up is not trending. Patches are not trending. There are so many things out there that are not trending. Pots and pans are not trending. What's trending? The earth. The entire globe is going green before your eyes; you gotta be blind as a bat to not see it. And it's incredible to be inside of something that is trending on a global scale. To figure out your market space and your industry and then figure out what

kind of dollar is attached to that trending market space and industry. Green organic living is the largest phenomena the earth has seen to date. If you were selling cell phone before the first person had a cell phone, how happy would you be? Everybody wants what you've got. You can hardly supply the demand and the whole globe is going to it. Right? But green organic living dwarfs that industry. OK? We are a giant and they are under our big toe. I mean it's so cool to be inside of the most magnificent industry that is trending that the earth has ever seen. So that would be number 4. Global trend.

- **Product.** I touched on it a minute ago, if you're not working in commodities, you're playing pat-a-cake. OK? And sorry, it's just the way it is. I've been with a company that sold commodities. It was a lot easier and then I moved over to a company that was primarily selling a beverage and then they moved into nutrition for weight loss. And, you know once people are done losing weight, it's very difficult to keep them on that. But if you're working with commodities? OK. Commodities are products that people use every single day, they're used to using them every single day and they re-order them every single month. You're not changing a buying pattern. You're not asking somebody to do something that they're not already doing. And It creates less attrition for you. Every company, every business is going to have attrition OK? But you can minimize your attrition, in other words, the number of people who are falling off of auto shipping orders. You can minimize that greatly if you line yourself with commodities. Right? Shampoos, conditioners, toothpaste etc. So, enjoy yourselves with number 5 – Products. Show your products off. They are amazing. There are so many other companies out there who pretend to be organic and toxic free. But I want you to not just look at their big flashy ads; I want you to be an educated consumer. I'm very proud of our wellness warriors. You guys are smart as tack. So let me see your smart. I want you to be flipping every bottle over and I want you to reading the ingredients tag. And you know just like I know, if there's propylene glycol, ...or any other kind of stuff in there that you don't know, Google it and look at the awful side effects that come with it and then decide. Is that what I want to put in my body? Is that what I want to put in my children? Is that what I want to promote and offer to other people? Do I want to promote cancer to other people? Can I do it? Make your decision. Very very proud to work here at Essante' Organics. We are crazy about our ingredient tech. We just were talking, Mr. Whittacker and I, on the phone about one

of our newest product just launching. And we are in the middle of having it certified by the FDA. So, who are you working with? Are you proud? Because I'll tell you what. It's hard as heck to wake up in the morning and get your groove on if you are not proud. If you're not mission driven, if you're not focused. If you're not living your bliss. It's hard to pick it up and talk about something right? Maybe you're just coming to this company and I heard network marketing is hard. No, no, no. It's not hard if you are aligned with your core value. Which is an amazing product. Our products are the coolest .on this planet because they make you healthier. Right. They don't make you just look younger, and increase immunity and do all these awesome things, they also make you healthier. Because all of our ingredients are proven to do so. Of course we state that the FDA hasn't recognized these statements that our products mitigate or prevent disease. Of course we always say that but how cool is that when you give the body what it needs? I mean just that one tiny single thing alone, is reason enough for your customers to keep ordering. How sweet is that?

- **Income.** I put it as number 6 but typically, it's number 1 on my list. Because once I get that out of the way, and if everything else lines up, I know I'm being paid top dollar for what I do. And once you get income out of the way, and you find out the products are just horrible, well then you can move away from that company that you might be analyzing. But income is critical because you deserve a steadfast income. There are so many companies out there that have pulled the rug out from under their executives, including my former company; it isn't even fair to call certain network marketing companies, network marketing companies, because they have you on the hamster wheel. It isn't walk away residual income, it isn't mailbox money. it's 'Hi, come work for us, and by the way you have to keep working for us and if you stop working for us, your money will start dwindling down. Not at Essante' Organics. You come here, you build it to whatever income level you want. You can stay on your chemical free products and you simply stay on your auto ship and we keep giving you your paycheck no matter how big it gets. And we never cap you, we never limit you, we never cut you off at a certain level like everybody else out there. We don't do that. We don't flush your unpaid volume. That volume stays with you forever. I tell you what, my former company, JJ and I Friday looking at our back office volume practically dancing around our office because there was 1.3M in volume on our power leg, woke up the next morning, 300K. They flushed 1M in volume and that's the minute I knew that I was going to be on the hamster wheel forever with that company. That it wasn't really network marketing. So make sure you're paid top dollars, make sure you're paid the best. Make sure you're not cut out of a single dime because every dime you earn here, every dime somebody underneath you earns here, is your dime. And make sure that you know, that you know, that you know because you need to articulate this to everybody you talk to. This is the fountain of youth this is the fountain of money. Oh my gosh, why won't you want to tell somebody about the fountain of money that you just found? It is awesome. It is a generous beyond measure compensation plan. There are so many comp plans out there that don't even have a match? Do you know that? One of my first companies I was with I never heard of matching. We give you up to 100% matching bonus on every one of your personals. We don't even limit that. So we

strive to know your comp inside and out. Because it's unmatched. You find a better compensation plan you bring it to me. You won't be able to do it.

- Everybody forgets this one but it's critical. **Systems.** There are so many network marketing companies that I admire because they are network marketing companies and they level the playing ground. You can go out there and you can get together with that company and it doesn't matter, race, creed, color, religion, sex. It doesn't matter. Even if you have a big capital to start up a business, you don't need it because network marketing levels the playing field that lets everyone to start their own business. But they don't have a system. They're like Hi here's your new business in a box. Have fun with that. Good luck with that. I'll talk to you later. Why on earth would a network marketing company not offer system? It was one of my number one criteria before I said yes to Michael. We had to have a Hot Market System, a Warm Market System and a Cold Market System. Proven systems that are free to you that work for every man, woman and working aged child regardless of your business or sales or work experience. And that's what we offer her. Right. It's hard to get that period let alone for free. It's hard to get that when it's proven to work so that's what you've got here.

So always remember your amazing 7 key factors and share them with passion and abandon. So, as you do share, guess what happens, Boom! You enroll somebody into your holding tank.

And so I'm gonna coach you how to turn one enrollment into 2, 4 or more. Alright? And I'm going to teach you how to do team depth charge as well. I want you to get your sheet of paper out, and I want you to flip the page, because you need a fresh new page. At the top of the page in the center is 'you'. Alright, draw a circle and write the word 'you'. You've got a left team and a right team. Your homework is to write the word 'homework' and circle it. And I need you to determine who is on your left team. In order. Right? Who is at the top, who's second under that person, who's third under that person, who's fourth under that person. And I need you to do the same thing for your right team. OK? So for example purposes, I want you to write your name at the top of the page, for example purposes, we're going to pretend that your left leg, just go ahead and write 25K in volume. OK. That's your left leg 25K in volume over there. Your right leg has 10K in volume. Right leg 10K in volume as you know, from our former Go For Gold call. Your right leg is your pay leg and that's where you're gonna concentrate. And you want to absolutely always depth charge and here's how you're gonna do it. So on your right leg, for example purposes, I want you to draw a circle. The person at the top of your right leg is Erica. OK. Erica is at the top. Right underneath Erica, far right right is Samantha. So draw a circle and write Samantha. Write Sam. Right underneath Sam far right right it is Mike. Write Mike. Right underneath Mike, far right right, is Robert. So, you're at the top of your paper. Your right leg is your pay leg. It's the one that you're going to be doing your personal depth charge on. And you've got Erica, and then you've got Sam and then you've got Mike and then you've got Robert. It's going to be critical when we start talking about team depth charge. OK. So, right underneath Robert is the next spot. Right? You want to be able to position somebody underneath Robert. So I want you to pretend that you've just shared those 7 key factors with somebody, you shared it with Jane, and Jane said yes. And Jane is in your holding tank. OK? And so Jane ends up being the catalyst for your own personal depth charge. Everybody always asks me. Angie, when should I do a depth charge? You should have done a depth charge the second you get somebody inside of your holding tank. That's the catalyst. So Jane is sitting there all pretty inside of your holding tank. OK? Jane becomes the catalyst for the depth charge. So I want you to at the base of your paper. Not in a circle or anything, just at the very very bottom of your paper, I want you to write Jane. OK? Now, I want you to go back and talk to everybody that was a fence sitter. In other words, they are sitting on the fence and they haven't given

you a 'yes' or a 'no'. Maybe, they want you to call them in 2 weeks. They just haven't decided yet. You pitched the deal, you thought you did a phenomenal job and they just never delivered any kind of answer whatsoever. That's a fence sitter. So I want you to go back to Karl. You spoke to Karl two weeks ago. And Karl was you know what, I'm just knee deep in kids and I'm switching jobs and I'm really do want to hear about the excitement and stuff, sounds really good but call me in two weeks. OK well, don't wait 2 weeks. Call Karl immediately and say Karl, I know you've got a lot of kids, I know you're switching jobs, listen buddy, listen. I'm going to gift you something so special it's going to make a huge difference for you and your kids. And even though you're switching jobs, it can actually help you retire sooner. It can help you work fewer hours and earn more. And you can do this super part time on the side. But hear this is my gift to you. I've already told you that about Essante' Organics, you ask me to wait 2 weeks to call you but look, I've got Jane, and she's in. And I can position Jane underneath you. Please write this down. I can position Jane underneath you on your team and you can benefit financially from everything Jane produces. I'm gifting you your first team mate. Say yes to me now Karl, and I'll put her on your team immediately. OK, OK. I'm in. Why does that happen? It happens because **fear of the law is a far greater motivator than potential of gain**. You already told Karl of the potential of gain. You already told Karl the 7 key factors. You already told him this is a 6-7 figure income. And you can earn it working part-time hours. You already told him it's a willable sellable business. He's never gonna have to answer to anybody. He's going to be in control of his own life and he said no. Or he didn't say yes. Or he was wishy washy or one of this 'another 2 weeks'. It's because all you did was share potential of gain. Now you've gone to Karl, and you've created fear of loss. Karl I'm sorry if you don't say yeas to me right now, Jane will go above you and you'll end up going underneath her and she'll benefit financially from everything you do. If I don't put Jane underneath you on your team, you can't benefit from her financially. And she's going to go

out there and talk to the world. She's a network marketer. She loves this stuff. She's already there in the product. You're gonna lose out on her unless I get your answer right now and Karl says 'yes', Right above Jane at the bottom of your page, write Karl. So Karl is right on top of Jane at the bottom of your page. Now, guess what? You've got 2 people in your holding tank. You've got Karl and you've got Jane. They're both in your holding tank. Now I want you to go back to Joe. Joe listen, things are blowing up. This thing is out of control.. I know I shared this with you. I know you're kind of wishy, washy, you wanted to talk to your wife or someone and listen, Joe, say yes to me now and I'm going to position 2 people underneath you on your team and you can benefit financially from everything those two people produce for the rest of their existence at Essante'. And let me tell you what. The first person is Karl, Joe when you meet Karl over the phone, you're going to be so excited. He's a realtor, he knows everybody. Jane. She's a social media wiz man. And she's already promoting Essante' Organics. So Joe say yes to me now and I'm going to immediately gift you your first two team mates, Karl and Jane. Of course, anybody that I gift to team mates, I want to who come in at the 4.99 level. You understand. OK great job. Now put Joe's name right above Karl who's rich above Jane at the base of your paper. OK? And now, guess what? You've got 3 people in your holding tank. The next question is Angie, how long can I do that without a depth charge? Well a heck of a lot longer than I used to be able to do it. Let me tell you what. There was no such thing as a holding tank. I am old. OK? I've been in network marketing for 20 years. We used to call it holding paper OK? So, I would take Jane's application paper and I would hold it on my desk and I would put the number 1 on her deal; and then I would take Karl's application on paper and I'd put number 2 on Karl and I'd put Karl's paper right on top of Jane's paper. And then I'd get Joe's and I'd label him number

3 and then I'd put Joe's paper right on top of Karl's paper. But guess what? These 3 people weren't able to operate their business? They weren't in the system. They weren't getting their package shipped out. I was holding their packages in paper so my depth charges can only last for an ever so small window amount. And I think the longest depth charge I did was 72 hours. Because it's rude to hold paper and not get their packages in the mail to them and not allow them to start sharing the company. So your holding tank is a magical wonderland of awesomeness. The minute Jane is in your holding tank, Jane is operating her business. Her package is on the way, she's able to enroll people. Your holding tank is your best friend. OK. So you've got ... and right above Jane is Karl, and right above Karl is Joe. And now you're gonna call Dion. And you're gonna call Dion and you're gonna say Dion you made a huge mistake when you told me no. and I normally don't call people who tell me no. OK? But, I'm giving you 1 final shot buddy. Listen, you said no but guess what, since then I've enrolled Joe and Karl and Jane. They've all said yes. They're all on board and please write this down, I can position all 3 people underneath you on your team and Dion you can benefit financially from everything that Joe's producing, from everything that Karl's producing and from everything that Jane's producing and these guys are tearing

it up. And Dion, it was a mistake that you said no. Allow me to gift to you, your first 3 team mates. The thing's exploding without you. You're missing it. Say yes. One of my favorite closing lines. Say yes. And they usually do. Now you put Dion right above Joe. OK. Now, we're going to pretend the depth charge and a lot of people ask me how long can the depth charge go on? Well, you've got your holding tank, and as you're aware, when you look in your back office, the holding tank needs to be empty and everybody needs to be positioned on your pay leg ideally by Thursday midnight, Central Standard time. So, what does that mean? You know how they say TGIF? Thank God it's Friday? Well, you should say that twice because Fridays should be your favorite day. Fridays are when you start your holding tank whoever is in there; Lisa is in your holding tank on Friday. You can utilize Lisa as the catalyst all day every day all week long all the way until Thursday. As long as you position Lisa before midnight, Thursday, Central Standard time.

Now look at your paper and you've got Robert at base of your right pay leg. OK so, I'm gonna ask you a question, and I know I can't hear you 'cause you're all muted out but say it out loud and then I'll tell you if you're right or not. Who are we going to position first? When we take a look at this little stack of people Dion, Joe, Karl. James. Who gets positioned first underneath Robert far right right? If you said Dion, you're correct. So, write the word 'Dion' right underneath Robert. OK? And now once you've got Dion positioned, who's underneath Dion at the bottom of your paper? Joe. Joe gets positioned next far right right underneath Dion? Then you're gonna pull Karl out of your holding tank and you're position Karl far right right underneath Joe. And then finally, last but certainly not least, you finally get to position her at the very base of your right pay leg way down there underneath Karl. OK? And what you did is to turn 1 enrollment into 4 enrollments Jane, Karl, Joe and Dion. And you did it all by yourself. I'll tell you what. I never ever did Monday/ Tuesday enrollment. Never. I did depth charge on the left, depth charge on the right. It's like strapping shoes on that have massive, giant springs. And you're just 'spring' down the sidewalk. Spring forward. It's so much more fun than onesie, onesie, onsie. If you have a party at your house and everybody is around the dining table and you're giving everybody half a face lift and you're showing everybody that one eyebrow is 1 inch higher than the other because the ? ... facelift and you're showing everybody that the crow's feet are erased on one side of their face and you're showing everybody that the ...the line from the nose to the mouth is also erased on one side of the face because of ...they've got one half of a face lift. I want you to take a look at everybody around your dining room table. Maybe there are 8 people and you

need to tell them guess what everybody, all 8 people right here I'm promising you your first 8 team mates. We're going to stack you guys one underneath the next, underneath the next. We're going to all work together. Ok? And we're going to have this awesome synergy. It's going to be so exciting. Of course if you're coming in at \$499 tonight, you're going to go to the top of the pile. You go in at \$199, you're gonna go in the

middle. Anybody that comes in at \$29.95 plus product, you'll go at the base of the line. But here's how I can promise each and every one of you a team mate because all 8 of you as you join, guess what? Let's just say you're the bottom person. You're the last man on the totem pole. You're sitting there at the bottom. Guess what? All the people above you have to position their first person underneath you, giving you your first 8 people. How cool is that? You do that with parties. Of course it can only be you as the host of the party. It doesn't always work with extra team mates unless all your extra team mates are one underneath the next, underneath the next on your team and then you can do a team depth charge.

Let's talk about that. **Team depth charge** is so much fun. It is way more fun to do this business with like-minded people. It's just awesome. You're not an island onto yourself. You have all of these amazing people here and they want to work with you. They're looking to you for guidance. So, I want you to take a look at you. You're at the top of the page and let's look at your right leg again. Let's keep concentrating on the right leg. This time I want you to call Erica, the first person on your right and I want you to call Sam and I want you to call Mike and I want you to call Robert. Now you're gonna call all 4 of those people. You can also call Dion, Joe, Karl and Jane. OK? And here's what you do. Somebody has to be in charge of the team depth charge. OK? And so that would be you if you're starting it. And again, how do you start a depth charge? You start the minute somebody's in your holding tank OK? So we're just gonna pretend that Lisa is in your holding tank. And this time, instead of doing a single depth charge you like, that team depth charge sound awesome. I'm going to do it. Let me call Erica. And this is the story.

Erica, I have 1 person in my holding tank, her name is Lisa Lowe and she is a teacher. She's been a teacher for 20 years. She knows everyone in her community. Everybody trusts her and she's already sharing Essante' Organics. Erica, I want you to now offer Lisa to everybody you know. OK. Even though she's in my holding tank. Erica, you can offer Lisa. So Erica, who was the last person you talked to. Oh you know what, I literally just talk to Paige. And what did Paige say? Well Paige was kind of indecisive. OK. Well I want you to call Paige. Erica, call Paige right now and let her know if she joins, you're gonna position Lisa beneath her on her team and she can benefit financially from everything Lisa does. And you're gonna tell Sam and Mike and Robert the exact same thing that you told Erica. OK? And so, now at the bottom of your page, at the very very bottom of your page I want you to write Lisa, and then next to Lisa's name, I want you to say 'me'. OK so that's your personally enrolled, Lisa. And the best way to do team depth charge is with a group check. OK? And every time somebody enrolls some everybody they have to group check, and let you the coordinator know as well as everybody else, what's going on. So let me share with you what that looks like. Now Erica is talking to Paige and Paige is like What? Are you serious? You're gonna give me my first team mate? I can benefit financially from everything Lisa produces if I just say yes right now? OK I'm in. Above Lisa, write Paige, but next to Paige's name, I want you to write Erica. You gotta be organized right? 'Cause Paige is Erica's enrollment. Paige is inside Erica's holding tank, Lisa is yours. Now the story changes.

You group text everybody and you're like listen up listen up. Good job. Erica just enrolled Paige. Everybody Erica, Sam, Mike, Robert, Dion, Joe, Karl, James. Everybody can now

offer two people. Everybody you speak to from this moment forward, you can offer Paige and Lisa as that person's first two enrollment making them benefit financially from everything Paige and Lisa does. OK?

Mike was kind of sleeping on the couch. It was kind of the week end and he was kind of chilling and he's like holy cow, I can offer 2 people? I'm calling my best friend because he told me no originally and Matt, it's me Mike. Listen buddy, I know you told me no but man, we're best friends, we do everything together. Listen man, I'm going to position 2 people underneath you right now, if you just say yes. I'm giving you your first 2 team mates Matt. I'm giving you Paige and I'm giving you Lisa and they're awesome. And there are already carrying it out so you can benefit financially from everything they do. Matt, buddy, come on, we're doing this. Say yes. Matt says yes. Matt is right above Paige, but next to Matt, write Mike. OK? Because that's Mike's, personally enrolled. Alright? And now Sam comes to the table. Alright. Sam's in your right leg 'cause you've been writing this down on your page. If you don't write it down, it's not going to make any sense so you might want to go back to the call, re-listen, write the names down and the circles down. Sam is in your right pay leg, number 2 in line and Sam's like whoa! I just got another text. Holy cow. Lisa's in, Paige is in, Matt is in and I can offer 3 people to the next person I call? What! I'm calling 5 people in a row right now. And so Sam calls 5 people in a row and 2 of them say yes.

Above Matt, I want you to write the word John, and next to John's name I want you to put Sam and not only did Sam enroll John, he also enrolled Jeff and so next to Jeff's name you're also going to put Sam. And now we're going to pretend that the depth charge is closed.

Again, you can make your depth charge as long or as short as you like. And here's what it looks like. You now need to pull everybody together. And you told them at the beginning of the depth charge, ... and we're all getting on a conference call when it ends. OK? So, maybe it's Thursday at 5:00 pm CST. We're all gonna get on the phone together. Thursday at 5:00 pm CST. And so you're coordinating it. So you need to look at this list, and ideally you'll know who's going to be positioned underneath Cheyenne at the far right right. It's going to be Chuck. So you're coordinating it. So, what you do on the conference call, you say OK Sam, you're up first. You're now gonna take Jeff out of your holding tank please. Please position Jeff far right, right underneath Jane. Let me know when you're done. OK. I'm

done. Sam, you are the rock star of the whole deal. You enrolled 2 people. So Sam, I now need you to pull out John. Pull John out of the holding tank and position John right underneath Jeff far right right. Let me know when you're done. OK. Great job Sam. By the way, I'm buying you lunch because you enrolled 2 people and nobody else did and I'm really proud of you. Great job. You can always reward your team mates. I think some people miss the boat on that. You're the leader. You have a team. Incentivize them more. Why not? And you know how happy Sam is just because he's getting lunch? He went out and enrolled 3 more people just because you got him lunch. There you have it. Now, you talk to Mike. OK Mike it's your turn. I going to have you pull Matt out of your holding tank please. Pull him out, position him far right right underneath John. Let me know when you're done. OK. I'm done. Great job Mike. I'm so proud of you. I can't wait to meet Matt and by the way Sam, I can't wait to meet John. This thing's blowing up man. I can't wait to meet everybody. How cool is that. Great job Mike in enrolling Matt. OK Erica. Are you with me still? You're still on the conference call. OK. It's your turn. Please pull Paige out of your holding tank Please position Paige underneath Matt, far right right. Let me know when you're done. Great job Erica. I'm so proud of you 'cause you were the first person to take advantage of the depth charge. Great job. I'm buying you coffee. Well done.

And then finally, you, as the coordinator, get to pull out Lisa from your holding tank and position her at the base at the far right right OK. So, Now you've got Lisa at the far right

right base of your right pay leg. You just created a team depth charge and so not only did you turn 1 enrollment Lisa into 5, you allowed Erica, to turn Paige into (bad patch) You allowed Mike to turn 1 enrollment Matt into 3 - Matt, Paige and Lisa. You allowed, Sam who would have just enrolled 2, you allowed him turn Jeff and John into 5 enrollment because Paige and Lisa are down there at the base. And that ladies and gentlemen, is team depth charge.

People are cracking silver overnight. If you want to know how they're cracking gold in 3, 4, 5 days. You want to know how to crack into Platinum in a couple months? This is the training they learn. This is what they're doing and they're having fun with it and it is amazing and gorgeous. I will share with you the most successful team depth charge JJ and I ever participated in. We turned 1 enrollment into 32 enrollments. And remember, we were holding paper. We didn't have a holding tank. Remember, we had to hustle ... and get it done within 72 hours. We didn't have an entire week. I want you to go out there and I want you to share the 7 key factors. I want you to share the gogreengetpaid.com videos. I want you to share gogreengetpaid.com/toxictruth.

I want you to let people know the beauty that is Essante' Organics. It is an answer to their prayers. They need this. And they don't know about it unless you share it with them; and then, the minute they're in your holding tank, you go back to the people you originally

shared it with first; and you let them know what they're missing out on. You utilize that depth charge and that fear law in order to motivate them into what will be the best business decision of their lives.

I hope you enjoyed single depth charge and team depth charge and I'll end the call by sharing this. This is not the end of the call.

You are the leader of your team. And if you want to follow success, follow the leaders at Essante' Organics. Follow all of your platinums. Follow all of your golds ... Follow those folks like crazy. And guess what they all do? They all have a team call. OK? So this can be your team call moving forward. You want to get together with everybody who's on this team call with you. Oh my gosh. We had part 1, part 2, part 3, part 4. What was your favorite part? You want to hear from everybody.

OK. Let's figure out where we're all at in the genealogy. In the lay of the land, where are we at? Who's at the top? Who's at the centre? Who's at the bottom? Who's working together on the left? Who's working together on the right? And meet once a week with your team and because this is the relationship business and they're looking to you for leadership. Be the leader you want others to be. OK? And meet with them and this can be such an amazing team call for you. You should have a team call once a week. Where you guys get together and you motivate and you inspire. And if somebody's having a hiccup, or a hurdle, and you can't figure it out for him, get a team leader on the phone. Right? Who's your upline? Corporate will get on the phone for goodness sake, and talk with your team too. What a beautiful motivational thing that can be. It can be a special thing just for you and your team. So, don't feel like Go For Gold has ended. Just because we're finished with part 4, does not mean that you are finished as a leader. You want to move forward with your weekly team call and it should grow. And guess what everybody's homework should be when they enter your team call? Did you listen to part 1, part 2, part 3 and part 4? Welcome to the team call. You're ready to join the team. You're ready to join the ranks of leadership. You're ready to work with us in lock step. We're ready to sing from the same sheet of music. Let's go. You'll find all of these recordings inside of your training. Right? Your Houston control, gogreengetpaid.com/training. You'll find all 4 parts right there remember every time you enroll somebody, that's when the work starts. OK? You enroll somebody, congratulate them and let them know about the training and have them take the training, schedule the training.

The minute you enroll somebody, congratulations on your business.

Now I'm going to share with you the number 1 thing that allows everybody to earn income immediately. Pull out your drawing form. What's the one thing? What's the one secret? It's gogreengetpaid.com/training. So enjoy it and I'm so excited to see each and every one of you at the great green event. Remember you learned in your former Go For Gold, that

events are what you wanna build toward. OK? Ideally, I shared with you the Jed Knight story. Jane, did I share the Jed knight story on one of the calls or did I not do that yet?

Jane: Not this time.

Angie: OK. Did I do it on number 1, number 2, number 3 in this particular series?

Jane: I think not in this particular series.

Angie: OK. Very good. Well this is going to be an exciting story to end on. We're going to have a high note here. And the great green event is your McDonald's university. I really need everyone here to pretend that you paid for a McDonald's franchise as opposed to an Essante' Organics franchise. You paid out through the nose for that franchise. Guess what? You're not even allowed to buy their franchise unless you commit to McDonald's university. You can't get one unless you go to university. And I've often toyed with that. I've often thought you know what? You can't get your ...bad sound patch and Essante' Organics sponsors that event.

If you want to add key factor number 8 to your list from earlier. Guess what? Every other company charge you through the nose to go to the event to learn how to market effectively; to learn why your products are superior. We sponsor the great green event. You get to come for free. I want you spending your money on your airfare, I want you spending your money on guests and bringing your guests with you. That's what we do at Essante' Organics.

Guess what? If you come to the Great Green Event, that's the first step. Congratulate yourself. But guess what? You're gonna feel kind of awful if you're there by yourself because you're going to receive all of this incredible knowledge. It's like jacking in the matrix and you're receiving all of this incredible knowledge. You move forward. Statistics show that those who attend the great green event increase their business by 60% within 90 days. So you really need to have a mind shift about oh it's going to cost me money to go to the great green event. No. It costs you money NOT to go to the great green event; because the minute you decide not to go is the minute you decide not to grow. You decided you know what? I don't need to grow my business 60% in the next 90 days. Don't do that. Come to the great green event. ...received top training. And it is all absolutely free. In addition, it happens twice a year. There's the annual sale as well. Everything is on sale it's incredible. People walk out with bags upon bags of products because of the deals are so deep and it happens twice a year. You know how Macy's has semi-annual sale? Ours blows theirs away. Just ...is incredible; and the product training; and the sales training; and the camaraderie; and meeting up with the people who are making it happen. That's who you want to surround yourself with. The 5 people you hang out with most, that's what you are. Financially, mentally, physically. Who you hang out with. You want to get to the great green event, to hang out with the greatest. OK? The people who are earning the most money, so you're earn the most money. The people who know the most, so you know the most. You want to rub shoulders with that.

The great green event is incredible. Happens twice a year. Just go to your website and find the banner ad and click on it and register. You gotta register. 'Cause we have numbers. OK. I need to know. How many luncheons are being purchased. The event is free. And so, when you're looking at that, you have to make a decision. Do I want to attend the event for free, or do I want to purchase lunch. Well, let me tell you what. Write this down. The magic happens at the meal. The magic happens at the meal. What do I mean by that? I mean that when

you're inside the great green event, your butt is in the seat at the table with the pen in the hand and you can't communicate with the people on your left and right because is laser focused on the person on the front of the room with the microphone. They're writing down notes. They're learning and listening. But at the meal, the magic happens at the meal because that's where you guys talk. You get to interact. You get to pick Jane Orlove's brain because she's sitting next to you at lunch. You get to pick Jo Jo's brain. You get to pick Ernie's brain. And then the magic happens at the meal. Golden nuggets fall from people's mouths and you're like Oh my gosh. Just that one sentence that person said is going to change my business forever. Thank God I was at the lunch. This is incredible. Right? And guess what? You're going to be talking to people who are marketers just like you. Who've had highs and lows just like you. Holy low moment. I'm so glad she shared that low moment with me because I'll never have that low moment. Because I can avoid it. We did the pitfall by listening to her at lunch. Holy high moment, I would never in a million years, thought to allow my salon owner that I just signed up, to have an open house and have a free launch and give away free face lifts. I would have never thought of that. My gosh.... So, be at the lunch. The magic happens at the meal. Buy the lunch ticket. OK? Pretend that you have to in order to come to the event. It is so important to be there with the best of the best in the business.

I'll close with Jed Knight. Now Jed Knight. Maybe you guys can relate to him. He was just a young young kid. OK? In his very late 20s , skinny, pale, jet black hair. And Jed Knight was a motor craft guy. He raced dirt bikes. He was quite good at it and he was in a former network marketing company with us and he's sigh his little dirt bike posters at the event. Just a nice kid, nice guy. Married with 2 little boys, 2 and 4 years. Little guys and somebody told him about network marketing. And Jed Knight, what he was doing, was going into work before the sun would rise. He had a dirt bike shop and he would repair dirt bikes for a living. And he would come home after the sun goes down. He's missing out on his little boys. They were sleeping when he left, and they were sleeping when he got home. And thank God somebody told him about network marketing. You know what his mentor said? Jed Knight you get yourself to the event. The event is in about 3 months. Which is kind of like what it

is now for you. And listen up Jed. Please write this down. The person with the most people at the event wins. How many people Jed Knight will you have at the event? Ell, do they have to be team mates? It doesn't matter. One, the other, both a combination. It doesn't matter. How many people will you have at the event Jed? I'm committed to having 25 people at the event. That's all he said. He mass invited to the event. And a lot of associates or people that he knew didn't have a lot of money. I don't care. Get yourself to the event. We can all crash out in the same hotel room. Just be at the event. We can ..out in one hotel room. It doesn't matter. This event is critical to your life. It will change your life for the better forever. I promise you. And I don't want to do it without you. You're going to be there with me. Go register for the event. Let me know when you register. Awesome. Jed Knight had over 20 people stacked out in his one little tiny hotel room. And now Jed Knight is a multi-millionaire in network marketing. All because he went to the event. So I am so excited to be there with you. I know that Jane Orlove is excited to be there with you. I know that JJ Levine, your president. He's so excited to give you a big hug and meet you. Michael Whittaker, you'll never forget that man when you see him at the event. He's got more energy than 25 people at the event combined. And when he speaks with passion, you will be moved. And when you meet Daniel Whittaker, Oh my gosh, he can bring you to tears. He's so special when he speaks. You'll meet the CFO and we can't wait to be there with you at the event. So, I'm excited for you. I want you to enjoy this phone call as much as I've enjoyed being with all of you. You take great care.

