

7-Day Plan of Action

Welcome to the *7-Day Plan of Action*. This program has been developed to provide you with a proven “track to run on” with Net Lifestyles, Inc. Please take a few minutes to familiarize yourself with this quick-start training tool. You will learn to follow a simple process that takes you through your first week with Net Lifestyles to building your first **Success Team**. The **Success Team** is fundamental to the core philosophy driving the Net Lifestyles business model.

The *7-Day Plan of Action* will anchor your knowledge and understanding of how to build a solid successful business. You will learn how to realize your dreams and goals, and help others attain theirs.

Our vision is to build an interconnected community of friends who stand on the edge of a new age, bringing technology, communications, and commerce together in a way that has never before been possible. Make it your mission to be a pioneer of the new millennium, to create a Net Lifestyle, by putting a human face on technology and embracing a life of abundance.

Net Lifestyles creates a perfect union by merging the advanced concepts of high touch marketing with high tech services, creating an avenue to the masses that would not otherwise take advantage of the digital revolution.

By following the *7-Day Plan of Action*, you will learn a simple process that will ensure your success with Net Lifestyles. It is also vital that you schedule some quality time with a certified Net Lifestyles Area Training Consultant who will not only teach you what to do, but how to do it.

Net Lifestyles is proud to have you as a part of the team.

Remember the timeless words of Paul J. Meyer,

“Whatever you vividly imagine, ardently desire, sincerely believe, and enthusiastically act upon must inevitably come to pass.”

Successfully yours,

Marty Hale

Joe Caldwell

Travis Carter

Kurt Lange

Day One

"The best way to predict the future is to create it."

STEP ONE: Getting Started

1. Become Your Own Customers
 - a. Sign-up for web hosting, Internet service, and long distance online at <http://www.netlifestyles.net>
 - b. Complete a customer form in hard copy if you do not have access to a computer.
 - c. When purchasing software remember to buy from yourself in the online Net Lifestyles Software Store.
2. Setup your email with Net Lifestyles, Inc. so that you receive all notices and newsflashes.
3. Schedule Executive Training with an Area Training Consultant. This is free for you as an Executive.
4. Become An Area Training Consultant
 - a. Purchase an optional Area Training Consultant services package and join the ranks of the most successful Executives in Net Lifestyles. You will receive additional training from a certified Regional Training Consultant and you will be able to train new Executives and receive additional income.
 - b. Simply make sure you check the box that says Optional Area Training Consultant Program. **Do not check the Executive box or you will be Charged again.**
5. Order Sales Aids
 - a. After reviewing the available sales aides with your Upline, order supplies online at the Supply Store located on the Executive Resources page of Netlifestyles.com. Or fax in an order supply form found in your kit to the number on the bottom of the form.
 - b. Suggestions:
 1. Business cards
 2. CD Rom Business cards
 3. Apparel
 4. Applications & Customer Forms
 5. Videos/Audios; Brochures etc...

"Enthusiasm is like a ripple in the water... it spreads."

STEP TWO: Comprehend the Core Philosophy

The core philosophy of Net Lifestyles is built on the principle of helping others helps you. In life we reap what we sow, what goes around comes around, and the law of reciprocal says if you will help enough other people get what they want in life you will get what you want too! As an Executive with Net Lifestyles you are paid to help others. We designed the entire marketing plan around this philosophy.

Philosophy of a Tech Team

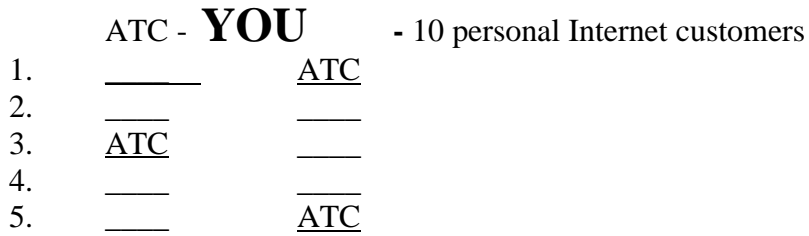
The **TECH TEAM** is the core philosophy driving your Net Lifestyles business because it is founded in teamwork. Teamwork is spawned when you enroll your first Executive. Now you and your new Executive are looking for the next Executive. So, there are two looking for one. When the next person is enrolled under the second person, this forms a team of three looking for one. When the next Executive is enrolled under the third person, this forms a team of four looking for one. Then five looking for one. Unlike most companies where one person is looking for five, ten, or more all alone, with Net Lifestyles you always have five looking for one and therefore have five times more success.

The awesome power of the **TECH TEAM** philosophy is that in addition to creating an environment where people begin working together as a team from the very start, a perpetual motion machine for developing strength and business volume is developed. Therefore, when you complete a **TECH TEAM** and start another one in a new line of enrollment, the person you enrolled first in your completed team now has five Executives looking for the sixth to complete their **TECH TEAM**, and so on. So, every time an Executive completes a **TECH TEAM**, they leave 10 Executives behind who are looking for two Executives, thus creating a perpetual motion downward.

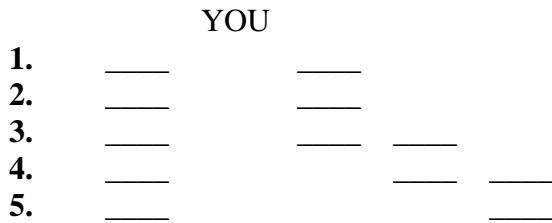
What is a Tech Team?

A **TECH TEAM** is when you personally enroll two Executives and drive each of these legs five levels deep for a total of 10 Executives. Four Area Training Consultants (ATC) must be developed in all **TECH TEAMS**, two in each leg. In your first **TECH TEAM**, only one of the Area Training Consultants may be you. You must also have 10 personal customers, either from hosting or Internet access.

Refer to the example below to help you understand what it takes to build a complete Tech Team.



The Area Training Consultants may be located in any order anywhere in each leg. You may count as one ATC in one of the two legs, but only for one success team. A Tech Team does not have to be in a single line of enrollment in their first position. If an Executive is dormant, their sponsoring Executive may sponsor another and continue to drive the leg five levels deep. Refer to the example below:



The following is provided for you to keep track of your progress building your first TECH TEAM and promoting to Senior Executive. In the blanks below write the names of your Executives as they come into the business and label the ATC's. Once this graph is completed fax it to the corporate office for promotion.

TECH TEAM FORM

YOU

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

“You cannot discover new oceans unless you have the courage to lose sight of the shore.”

STEP THREE: THE 5 W's

WHY, WHEN, WHO, WHERE, WHAT?

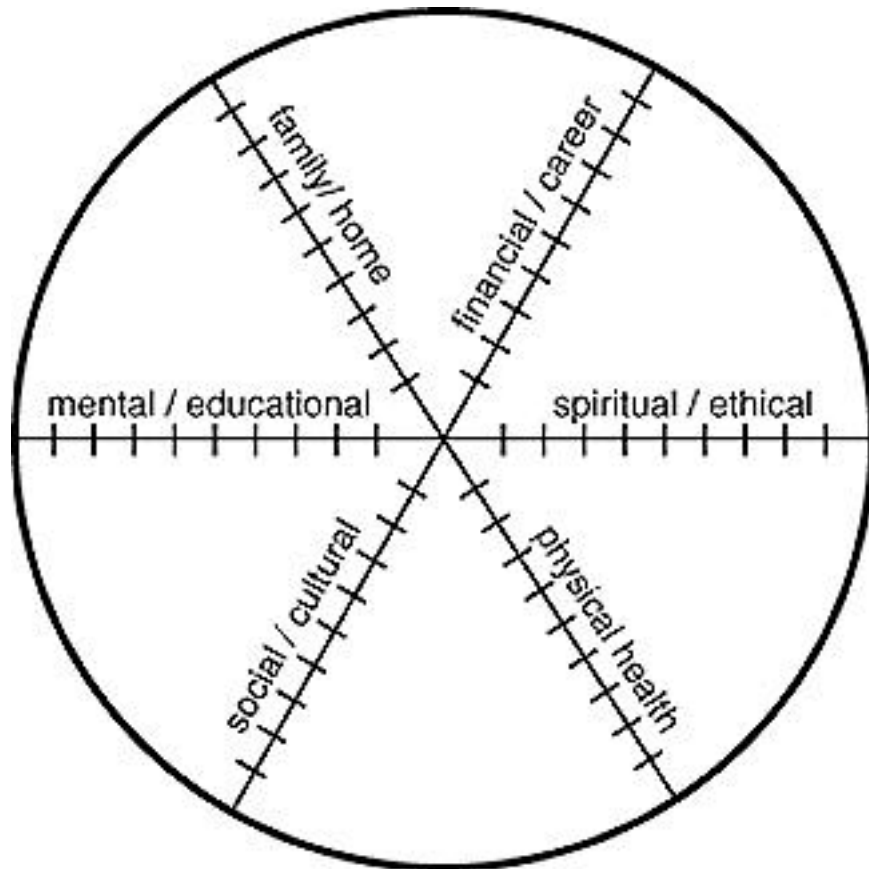
1. WHY are you doing Net Lifestyles?

- a. The most important thing you can do as a new Executive with Net Lifestyles is write down your dreams. It needs to be crystal clear in your mind the reasons you're building this business. Is it for more time, money, freedom, luxuries, what? Carl Sandburg once said, "Nothing happens unless first a dream. "You wouldn't drive across the country without first getting a map and planning your trip and you won't go to the grocery store without first making a list. Why in the world would you go through life without a road map or a list of the things you want out of life? In order to be successful in Net Lifestyles you must design a life for yourself.

- b. On a scale from 1 to 10, with 10 being the best rate yourself in the following areas:

1. Physical/Health _____
2. Educational/Mental _____
3. Spiritual/Ethical _____
4. Financial/Career _____
5. Family/Home _____
6. Social/Cultural _____

- c. Now take the numbers and transfer them to the "Design a Life Success Wheel" by drawing a dot on the hash mark that represents the number. One is the core of the wheel and 10 is the outer edge of the wheel.



- d. Now connect the dots by drawing a line from one dot to the next around the wheel.
- e. Once you have connected the dots answer the following questions.
1. If this were a tire on your car, how would the car run?
 2. If you were going 20 mph how would it feel?
 3. If you were going 100 mph how would the car handle?

Realizing that this tire is on your car called **life**, what measures do you need to take in order to perform at maximum speeds?

f. There is an ancient proverb that says; "A mind once stretched by a dream, never regains its original dimensions." Use the following area to write down thirty reasons **WHY** you're doing Net Lifestyles. Keep in mind the areas above where you need balance. How can Net Lifestyles help you to accomplish these dreams?

(Insert master list of goals, etc.)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.
- 14.
- 15.
- 16.
- 17.
- 18.
- 19.
- 20.
- 21.
- 22.
- 23.
- 24.
- 25.
- 26.
- 27.
- 28.
- 29.
- 30.

2. **WHEN will you reach your Goals?**

- a. Set a date for obtaining your 10 Internet customers.
Month_____Day_____Year_____
- b. Set a date for becoming Senior Executive. 1 Success Team.
Month_____Day_____Year_____
- c. Set a date for becoming Regional Vice President. 3 Success Teams
Month_____Day_____Year_____
- d. Set a date for becoming National Vice President. 7 Success Teams
Month_____Day_____Year_____

"A marathon is a race with many short sprints."

Marty Hale

3. **WHO to contact.**

- a. There are two ways to do this business.
 - 1. By mail, phone, and e-mail.
 - a. This way has 5 steps.
 - 1. Build your list of 100 people you have phone numbers for.
 - 2. Call all 100 and get correct mailing addresses. Make sure they have a computer or at least access to one, but DO NOT tell them anything. Just tell them it's a cd-rom, turn up the volume and click all the buttons, it's fascinating! Then change the subject!
 - 3. Send all 100 a cd rom business card and ISP.
 - 4. Call all 100 within 24-48 hours of within the time they receive the cd roms.
 - a. Ask them if they viewed the cd. If yes, ask; "Would you rather be my customer and help me out or an Executive and make some money?" Be quiet and let them answer.

- b. Assume that they are going to be one or the other. No matter what do not hang up until you at least have them as a customer. If you try to close them six times and they still say no, then hang up and go to the next one. Remember this is a numbers game.
- c. Run the numbers with 100 and you should at least get 10 Executives and 10 customers. That almost promotes you to Senior Executive your first week!

- 2. By face to face.
 - a. The other way to do this business is meeting with people you know who are local.

Follow the guidelines below, it is slightly more complex.

WHO are the first five people you want on your team?

	NAME	PHONE NUMBER
1.	_____	_____
2.	_____	_____
3.	_____	_____
4.	_____	_____
5.	_____	_____

Note: This list will give you a fast start in building your first **SUCCESS TEAM**.

4. WHERE are you going to meet them?

- a. A favorite place, common to both, convenient for them. (preferably away from the prospect's office)
- b. The time must be within 24-48 hours.
- c. Go by and pick them up to ensure their attendance.
- d. It's imperative that the location have a calm and quiet environment.

5. WHAT do you say?

a. **(Script Example)**

Hey Steve, I've just got a minute, but I had to call you and ask for a favor. I am working with a small team of people and we are starting a new Internet Company. I thought you might know someone who would like to help us. Could you do me a favor and meet me for coffee (lunch, after work, etc.) at _____ ?! (should sound as a statement not a question)

- b. It's very important that you give no further information, the answer to every question is; "I have to go, we'll talk about it tomorrow. Can you be there?"

Make the Five Calls with your Upline present. It's important to have your upline team and your five contacts meet all at the same time.

Your goal is only to secure a commitment for attendance.

c. **Information to a Customer**

Sally, I don't have much time but I need your help. Can you do me a huge favor? (get a yes before continuing) Do you have Internet access? "Yes" I need you to be my Internet customer. "No" Do you have a computer? "Yes" Then will you please be my Internet customer? "No" Do you have a website? "Yes" Then will you please be my hosting customer? "No" Then you need to get one from me. List all the reasons to have a Live Site; from resume' to family to company to organization, etc. (then try virtual office and long distance)

You Are Up and Running

Your enthusiasm to accomplish the tasks of **Day One** has your NLI business up and running. Today, you have begun to lay the foundation for your successful business with each activity you accomplished. The more elements of **Day One** that you completed, the more sound your foundation will prove to be. By accomplishing every activity of **Day One**, you have set up your business for success and gathered prospects into the information loop. That's a great start.

Your *7-Day Plan of Action* is to build your first **SUCCESS TEAM** and put some \$\$ in your pocket.

Reviewing Your Commitment

I promise to do the 10 steps listed below for seven days to get a good start in my business.

1. Select Net Lifestyles for hosting and Internet access
2. Schedule Executive training
3. Set up my website.
4. Set up my mail boxes (e-mail and voice mail)
5. Switch all my phones to NLI.
6. Select and order sales aids
7. Understand the dynamics of the **SUCCESS TEAM**
8. Make calls, follow the script, and call the five prospects
9. Schedule ATC training with a Regional or National Training Consultant
10. Conduct my NLI business at all times consistent with NLI's policies and procedures

Signed by _____ Date _____
New Executive

Day Two

Finish What You Didn't Finish Yesterday

Your first day in NLI was designed to get your new business set-up for success and to get the five people you know the best into the information loop.

The more you complete of the **Day One** activities, the more advantage you have given your new business. So, go back and finish anything you can from **Day One** before moving on to **Day Two**.

Attitude is Everything!

NLI has designed a simple, easy way for anyone to give a quality presentation using the business card CD-ROM. You will be making presentations to the first five prospects that you called on **Day One**.

If your Sponsor or Upline is available, you certainly want them to make the presentation while you are an observer. However, if you have to make your first presentation on your own, your sincere enthusiasm while reading the script will make the difference in your immediate results.

Since NLI's presentation tools are designed with simplicity in mind, you do not have to be an expert presenter to effectively share the NLI business opportunity. These key ingredients must exist in order to give a successful presentation:

- Smile
- Read and Relate to your friends
- Be enthusiastic in sincerity
- Have a serious attitude
- Demonstrate a sense of **URGENCY**

Your ability to transmit your belief in NLI's financial opportunity for your prospect and the mission, purpose, and cause to be recognized as the pioneers of the new millennium, creating a net lifestyle through putting a human face on technology and embracing a life of abundance, will be the deciding factor on whether your prospect decides to join your NLI team.

Your First Presentation

It is important that your upline do your first presentation for you, however if they can't, follow the script and don't add anything to it and you'll do great. It will feel like you want to say more, but it is absolutely imperative that you not. Every word you add to the script steals their curiosity and gives them a presupposition of what it is. So here's what you say:

1. Order your drinks, food, etc. before talking about it.
2. Use the FORM method to start the conversation; inquire about Family, Occupation, Recreation, and Money will trigger why you've invited them there.
3. The Script:

Be Confident, Serious, and Fun!

*"As I said on the phone last night, me and a few associates are starting a new Internet company. We were fortunate to partner up with one of the largest privately owned Internet companies in the country. They are an all Internet provider; web site design, web hosting, ISP, commercial accounts, they offer everything. Their customers are companies like Microsoft, Lycos, Chumbo, Planet Direct, etc. Out of about 7000 Internet companies they are in the top 20 right beside AOL, MSN, CompuServe, and the other large companies. Anyhow, we've purchased distributorships with them and are starting to market the services here in _____. I want you all to take this cd (isp), turn up the volume on your computer, give it time to auto run, click on the **Tutorial button**, then click on a couple of the features, and tell me what you think! Once you've watched this one. I want you to take my business card and see how we're marketing the company. **Be sure and click on all the buttons on this one! But watch it second.** We think we can own _____(your town, area, region, state)!!!*

Now, can everyone meet here for (lunch, breakfast, etc.) again tomorrow at the same time? I've got to act on this fast!"

So set up the next day follow up with everyone, no later than 48 hours.

Now the most important thing you can do is not talk about anything that is on the cd's. Leave it up to their curiosity. Remember the less you say the more they hear! Change the subject if you have to...

Now that you're done with your first presentation you need more working capital.

Working Capital

Now let's focus on capitalizing your business properly. The major reason for business failure in this country today is under-capitalization.

Your list of potential prospects is your working capital in this business. If you want a little working capital, make a little list. If you want lots of capital, make a **LARGE list!**

When you attend your training given by a Certified Area Training Consultant, you will learn how to expand your working capital using a "memory jogger" process. However, today you are going to develop a list of the hottest prospects in your sphere of influence.

With this HOT LIST, you will work the phone with your Sponsor or Upline tonight. This will "fill the funnel" with presentations for **Day Three** and **Day Four**. What you do on the phone tonight will prepare you for building your first **SUCCESS TEAM**.

Hottest Prospect List

Your sphere of influence will provide the "hottest" prospects for you to call tonight. Just ask yourself the following questions and write the names of the people that came to mind in the blanks provided on the next page. This is your working capital for tonight's business. You must include a phone number with each name or it isn't really working capital.

- Who is your best friend?
- Who do you have the most influence with?
- Who have you been doing business with for any length of time?
- Who do you enjoy working with the most?
- Who do you exchange gifts with at your holidays and birthdays?
- Who do you send cards to every year?
- Who have you worked closely with in a religious group, civic organization, clubs, youth sports teams, or on your job?
- Whose long-term well being do you care about the most?
- Whose opinion do you care about the most?

"No one can predict to what heights you can soar. Even you will not know until you spread out your wings."

Your Working Capital

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

- a. **(Scripts)**
Hey Steve, I've just got a minute, but I had to call you and ask for a favor. I am working with a small team of people and we are starting a new Internet Company. I thought you might know someone who would like to help us. Could you do me a favor and meet me for coffee (lunch, after work, etc.) at _____?! (should sound as a statement not a question)
- b. It's very important that you give no further information, the answer to every question is; "I have to go, we'll talk about it tomorrow. Can you be there?"

Make the Calls with your Upline present. It's important to have your upline team and your contacts meet all at the same time.

Your goal is only to secure a commitment for attendance.

Information to a Customer

Sally, I don't have much time but I need your help. Can you do me a huge favor? (get a yes before continuing) Do you have Internet access? "Yes" I need you to be my Internet customer. "No" Do you have a computer? "Yes" Then will you please be my Internet customer? "No" Do you have a website? "Yes" Then will you please be my hosting customer? "No" Then you need to get one from me. List all the reasons to have a Live Site; from resume' to family to company to organization, etc. (then try virtual office and long distance)

Responding to Questions

There will be times when the friend you are inviting may be more curious. Be prepared to answer several of the most frequently asked questions.

Before you answer any of them, remember the following suggestions:

- Stay in control
- Don't be defensive
- Saying less is more
- Be honest and sincere
- Focus on getting an appointment
- Create the urgency to set one

Some of the most commonly asked questions:

Q. So what is this all about?

A. *It is about creating a Net Lifestyle by putting a human face on technology.*

Q. Is this multi-level marketing?

A. *“Why, do you like multi-level marketing?” Wait for Yes or No. Whatever the response, “Then you are going to love this. When can I show it to you?”*

Q. What is the cost?

A. *It depends. We’ll go over that when we get together.*

Q. Is this a pyramid?

A. *Pyramid schemes are illegal. I wouldn’t invite you to get involved with anything like that.*

Q. How much are you making?

A. *I just got started. Don’t judge your income potential on what I make. Judge your income potential on the centers of influence that you have; that will give you a better yardstick.*

Q. I don’t have the time.

A. *All the more reason to see what we are doing. This will put you into a position to have more free time. That is something you obviously need, isn’t it? Let’s have coffee in the morning.*

Your Support Team

Work with your SPONSOR to complete this IMPORTANT information. On days three through seven, you will apply the information you just learned to complete your first **SUCCESS TEAM**.

7TH UPLINE SPONSOR

Name: _____

Phone: _____ Fax: _____

6TH UPLINE SPONSOR

Name: _____

Phone: _____ Fax: _____

5TH UPLINE SPONSOR

Name: _____

Phone: _____ Fax: _____

4TH UPLINE SPONSOR

Name: _____

Phone: _____ Fax: _____

3RD UPLINE SPONSOR

Name: _____

Phone: _____ Fax: _____

2ND UPLINE SPONSOR

Name: _____

Phone: _____ Fax: _____

MY SPONSOR

Name: _____

Phone: _____ Fax: _____

Follow Up Meeting

You all watched both cd's right? Pretty Powerful concepts, wouldn't you agree?!

(let them answer)

Well, would you rather be a customer and help me out or be an Executive and make some money?!

(let them answer)

If needed;

Go back to the credibility of the company US Internet and then back on the chance to own your own Internet Business with a company like Net Lifestyles. Talk about the opportunity for them to make money! Get them to make a decision on being a customer or Executive before you leave. Let your upline help in this process.

Remember: Confident, Serious, and Fun. **Close them by your belief!**

If it takes six closes to make 96% of all sales in the U.S. than you have a 4% chance of closing them unless you try 6 times...

Ask them the question; "Can you pass out a business card?" That's the simplicity of this business! Paint the picture of this working right along with their current job, business, organization, or company. Everyone has to eat and see other people. If they can give out a business card, then they have time to do this business!

What ever it takes, get them on paper before they leave!

***"If one advances confidently in the direction of their dreams,
and endeavors to lead a life which they have imagined, they will
meet with a success unexpected in common hours."***

Henry David Thoreau

Day Three

Your Working Capital

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

a. **(Script Example)**

Hey Steve, I've just got a minute, but I had to call you and ask for a favor. I am working with a small team of people and we are starting a new Internet Company. I thought you might know someone who would like to help us. Could you do me a favor and meet me for coffee (lunch, after work, etc.) at _____?! (should sound as a statement not a question)

- b. It's very important that you give no further information, the answer to every question is; "I have to go, we'll talk about it tomorrow. Can you be there?"

Second Presentation

1. Order your drinks, food, etc. before talking about it.
2. Use the FORM method to start the conversation; inquire about Family, Occupation, Recreation, and Money will trigger why you've invited them there.
3. The Script:

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*"As I said on the phone last night, me and a few associates are starting a new Internet company. We were fortunate to partner up with one of the largest privately owned Internet companies in the country. They are an all Internet provider; web site design, web hosting, ISP, commercial accounts, they offer everything. Their customers are companies like Microsoft, Lycos, Chumbo, Planet Direct, etc. Out of about 7000 Internet companies they are in the top 20 right beside AOL, MSN, CompuServe, and the other large companies. Anyhow, we've purchased distributorships with them and are starting to market the services here in _____. I want you all to take this cd (isp), turn up the volume on your computer, give it time to auto run, click on the **Tutorial button**, then click on a couple of the features, and tell me what you think! Once you've watched this one. I want you to take my business card and see how we're marketing the company. **Be sure and click on all the buttons on this one! But watch it second.** We think we can own _____(your town, area, region, state)!!!*

Now, can everyone meet here for (lunch, breakfast, etc.) again tomorrow at the same time? I've got to act on this fast!"

So set up the next day follow up with everyone, no later than 48 hours.

Now the most important thing you can do is not talk about anything that is on the cd's. Leave it up to their curiosity. Remember the less you say the more they hear! Change the subject if you have to...

The Essence of Leadership

"A true leader has the confidence to stand alone, the courage to make tough decisions, and the compassion to listen to the needs of others. He does not set out to be a leader, but becomes one by the quality of his actions and the integrity of his intent. In the end, leaders are much like eagles...they don't flock, you find them one at a time."

Follow Up Meeting

You all watched both cd's right? Pretty Powerful concepts, wouldn't you agree?!

(let them answer)

Well, would you rather be a customer and help me out or be an Executive and make some money?!

(let them answer)

If needed;

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What ever it takes, get them on paper before they leave!

Day Four

Your Working Capital

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

*"The key to happiness is having dreams...
The key to success is making dreams come true."*

a. **(Script Example)**

Hey Steve, I've just got a minute, but I had to call you and ask for a favor. I am working with a small team of people and we are starting a new Internet Company. I thought you might know someone who would like to help us. Could you do me a favor and meet me for coffee (lunch, after work, etc.) at _____?! (should sound as a statement not a question)

- b. It's very important that you give no further information, the answer to every question is; "I have to go, we'll talk about it tomorrow. Can you be there?"

Third Presentation

1. Order your drinks, food, etc. before talking about it.
2. Use the FORM method to start the conversation; inquire about Family, Occupation, Recreation, and Money will trigger why you've invited them there.
3. 3. The Script:

Be Confident, Serious, and Fun!

*"As I said on the phone last night, me and a few associates are starting a new Internet company. We were fortunate to partner up with one of the largest privately owned Internet companies in the country. They are an all Internet provider; web site design, web hosting, ISP, commercial accounts, they offer everything. Their customers are companies like Microsoft, Lycos, Chumbo, Planet Direct, etc. Out of about 7000 Internet companies they are in the top 20 right beside AOL, MSN, CompuServe, and the other large companies. Anyhow, we've purchased distributorships with them and are starting to market the services here in _____. I want you all to take this cd (isp), turn up the volume on your computer, give it time to auto run, click on the **Tutorial button**, then click on a couple of the features, and tell me what you think! Once you've watched this one. I want you to take my business card and see how we're marketing the company. **Be sure and click on all the buttons on this one! But watch it second.** We think we can own _____(your town, area, region, state)!!!*

Now, can everyone meet here for (lunch, breakfast, etc.) again tomorrow at the same time? I've got to act on this fast!"

So set up the next day follow up with everyone, no later than 48 hours.

Now the most important thing you can do is not talk about anything that is on the cd's. Leave it up to their curiosity. Remember the less you say the more they hear! Change the subject if you have to...

"Every morning in Africa, a gazelle wakes up. It knows it must run faster than the fastest lion or it will be killed...every morning a lion wakes up. It knows it must outrun the slowest gazelle or it will starve to death. It doesn't matter whether you are a lion or a gazelle... when the sun comes up, you'd better be running."

Follow Up Meeting

You all watched both cd's right? Pretty Powerful concepts, wouldn't you agree?!

(let them answer)

Well, would you rather be a customer and help me out or be an Executive and make some money?!

(let them answer)

If needed;

Go back to the credibility of the company US Internet and then back on the chance to own your own Internet Business with a company like Net Lifestyles. Talk about the opportunity for them to make money! Get them to make a decision on being a customer or Executive before you leave. Let your upline help in this process.

Remember: Confident, Serious, and Fun. **Close them by your belief!**

If it takes six closes to make 96% of all sales in the U.S. than you have a 4% chance of closing them unless you try 6 times...

Ask them the question; "Can you pass out a business card?" That's the simplicity of this business! Paint the picture of this working right along with their current job, business, organization, or company. Everyone has to eat and see other people. If they can give out a business card, then they have time to do this business!

What ever it takes, get them on paper before they leave!

Day Five

Your Working Capital

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

"A little push in the right direction can make a BIG difference."

a. **(Script Example)**

Hey Steve, I've just got a minute, but I had to call you and ask for a favor. I am working with a small team of people and we are starting a new Internet Company. I thought you might know someone who would like to help us. Could you do me a favor and meet me for coffee (lunch, after work, etc.) at _____ ?! (should sound as a statement not a question)

b. It's very important that you give no further information, the answer to every question is; "I have to go, we'll talk about it tomorrow. Can you be there?"

Fourth Presentation

1. Order your drinks, food, etc. before talking about it.
2. Use the FORM method to start the conversation; inquire about Family, Occupation, Recreation, and Money will trigger why you've invited them there.
3. The Script:

Be Confident, Serious, and Fun!

*"As I said on the phone last night, me and a few associates are starting a new Internet company. We were fortunate to partner up with one of the largest privately owned Internet companies in the country. They are an all Internet provider; web site design, web hosting, ISP, commercial accounts, they offer everything. Their customers are companies like Microsoft, Lycos, Chumbo, Planet Direct, etc. Out of about 7000 Internet companies they are in the top 20 right beside AOL, MSN, CompuServe, and the other large companies. Anyhow, we've purchased distributorships with them and are starting to market the services here in _____. I want you all to take this cd (isp), turn up the volume on your computer, give it time to auto run, click on the **Tutorial button**, then click on a couple of the features, and tell me what you think! Once you've watched this one. I want you to take my business card and see how we're marketing the company. **Be sure and click on all the buttons on this one! But watch it second. We think we can own _____(your town, area, region, state)!!!***

Now, can everyone meet here for (lunch, breakfast, etc.) again tomorrow at the same time? I've got to act on this fast!"

So set up the next day follow up with everyone, no later than 48 hours.

Now the most important thing you can do is not talk about anything that is on the cd's. Leave it up to their curiosity. Remember the less you say the more they hear! Change the subject if you have to...

"Confidence will get you to the top, but Confidence with an Attitude will take you over the top!"

Follow Up Meeting

You all watched both cd's right? Pretty Powerful concepts, wouldn't you agree?!

(let them answer)

Well, would you rather be a customer and help me out or be an Executive and make some money?!

(let them answer)

If needed;

Go back to the credibility of the company US Internet and then back on the chance to own your own Internet Business with a company like Net Lifestyles. Talk about the opportunity for them to make money! Get them to make a decision on being a customer or Executive before you leave. Let your upline help in this process.

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What ever it takes, get them on paper before they leave!

Day Six
Your Working Capital

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

a. **(Script Example)**

Hey Steve, I've just got a minute, but I had to call you and ask for a favor. I am working with a small team of people and we are starting a new Internet Company. I thought you might know someone who would like to help us. Could you do me a favor and meet me for coffee (lunch, after work, etc.) at _____ ?! (should sound as a statement not a question)

- b. It's very important that you give no further information, the answer to every question is; "I have to go, we'll talk about it tomorrow. Can you be there?"

Fifth Presentation

1. Order your drinks, food, etc. before talking about it.
2. Use the FORM method to start the conversation; inquire about Family, Occupation, Recreation, and Money will trigger why you've invited them there.
3. The Script: **Be Confident, Serious, and Fun!**

*"As I said on the phone last night, me and a few associates are starting a new Internet company. We were fortunate to partner up with one of the largest privately owned Internet companies in the country. They are an all Internet provider; web site design, web hosting, ISP, commercial accounts, they offer everything. Their customers are companies like Microsoft, Lycos, Chumbo, Planet Direct, etc. Out of about 7000 Internet companies they are in the top 20 right beside AOL, MSN, CompuServe, and the other large companies. Anyhow, we've purchased distributorships with them and are starting to market the services here in _____. I want you all to take this cd (isp), turn up the volume on your computer, give it time to auto run, click on the **Tutorial button**, then click on a couple of the features, and tell me what you think! Once you've watched this one. I want you to take my business card and see how we're marketing the company. **Be sure and click on all the buttons on this one! But watch it second.** We think we can own _____(your town, area, region, state)!!!*

Now, can everyone meet here for (lunch, breakfast, etc.) again tomorrow at the same time? I've got to act on this fast!"

So set up the next day follow up with everyone, no later than 48 hours.

Now the most important thing you can do is not talk about anything that is on the cd's. Leave it up to their curiosity. Remember the less you say the more they hear! Change the subject if you have to...

"You become successful the moment you start moving toward a worthwhile goal."

Follow Up Meeting

You all watched both cd's right? Pretty Powerful concepts, wouldn't you agree?!

(let them answer)

Well, would you rather be a customer and help me out or be an Executive and make some money?!

(let them answer)

If needed;

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What ever it takes, get them on paper before they leave!

Day Seven

"Success is a journey...not a destination"

Your Working Capital

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

Name _____ Phone # _____

a. **(Script Example)**

Hey Steve, I've just got a minute, but I had to call you and ask for a favor. I am working with a small team of people and we are starting a new Internet Company. I thought you might know someone who would like to help us. Could you do me a favor and meet me for coffee (lunch, after work, etc.) at _____ ?! (should sound as a statement not a question)

- b. It's very important that you give no further information, the answer to every question is; "I have to go, we'll talk about it tomorrow. Can you be there?"

Sixth Presentation

1. Order your drinks, food, etc. before talking about it.
2. Use the FORM method to start the conversation; inquire about Family, Occupation, Recreation, and Money will trigger why you've invited them there.
3. The Script: **Be Confident, Serious, and Fun!**

*"As I said on the phone last night, me and a few associates are starting a new Internet company. We were fortunate to partner up with one of the largest privately owned Internet companies in the country. They are an all Internet provider; web site design, web hosting, ISP, commercial accounts, they offer everything. Their customers are companies like Microsoft, Lycos, Chumbo, Planet Direct, etc. Out of about 7000 Internet companies they are in the top 20 right beside AOL, MSN, CompuServe, and the other large companies. Anyhow, we've purchased distributorships with them and are starting to market the services here in _____. I want you all to take this cd (isp), turn up the volume on your computer, give it time to auto run, click on the **Tutorial button**, then click on a couple of the features, and tell me what you think! Once you've watched this one. I want you to take my business card and see how we're marketing the company. **Be sure and click on all the buttons on this one! But watch it second.** We think we can own _____(your town, area, region, state)!!!*

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Follow Up Meeting

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(let them answer)

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What ever it takes, get them on paper before they leave!

Guess What you do on Day Eight?

You got it! The same thing you've done for the last seven, set up the appointment, give the cd roms out, and follow up with an attitude!

What's Next?

Now that you have experienced the NLI business for a week and have completed the *7-Day Plan of Action*, your job is to continue your invitations, presentations, and attend RTC training school. There is additional information that you must internalize. It is imperative that you attend training by a certified RTC trainer as soon as possible. For now, the facts you have received will be sufficient to get you started.

This process will put immediate income in your pocket and establish your first team of people who will be working together. Start your long-term residual income, and train your new Executives on how to duplicate and build their first **SUCCESS TEAM**.

If you haven't already done so, you should consider becoming an Area Training Consultant as soon as possible. At that time, you will be taught more about our powerful marketing plan, services, and procedures and then be able to teach others on how to become successful in NLI.

We look forward to working with you. As we have said, this will be a continuous learning experience.

Always remember the famous words of "What it takes to be number one" by Vince Lombardi...

"Winning is not a sometime thing; it's an all the time thing. You don't win once in a while; you don't do things right once in a while; you do them right all the time. Winning is a habit. Unfortunately, so is losing.

There is no room for second place. There is only one place in my game, and that's first place. I have finished second twice in my time at Green Bay, and I don't ever want to finish second again. There is a second place bowl game, but it is a game for losers played by losers. It is and always has been an American zeal to be first in anything we do, and to win, and to win, and to win.

Every time a football player goes to ply his trade he's got to play from the ground up - from the soles of his feet right up to his head. Every inch of him has to play. Some guys play with their heads. That's okay you've got to be smart to be number one in any business. But more importantly, you've got to play with your heart, with every fiber of your body. If you're lucky enough to find a guy with a lot of head and a lot of heart, he's never going to come off the field second.

Running a football team is no different than running any other kind of organization - an army, a political party, or a business. The principles are the same. The object is to win - to beat the other guy. Maybe that sounds hard or cruel. I don't think it is.

It is a reality of life that men are competitive and the most competitive games draw the most competitive men. That's why they are here - to compete. To know the rules and objectives when they get in the game. The object is to win fairly, squarely, by the rules - but to win.

And in truth, I've never known a man worth his salt who in the long run, deep down in his heart, didn't appreciate the grind, the discipline. There is something in good men that really yearns for discipline and the harsh reality of head to head combat.

I don't say these things because I believe in the "brute" nature of man or that men must be brutalized to be combative. I believe in God, and I believe in human decency. But I firmly believe that any man's finest hour - his greatest fulfillment to all he holds dear - is that moment when he has to work his heart out in a good cause and he's exhausted on the field of battle - victorious."

Congratulations on joining Net Lifestyles!