SYSTEM TRAINING

ROCKSTAR NATION

WealthInstituteInc.com

ROCKSTAR 3 STEP SYSTEM

- PBZ - PRIVATE BUSINESS ZOOM
- PBR - PRIVATE BUSINESS RECEPTION
- FRIDAY NIGHT TRAINING AND SATURDAY TRAINING
- ATTEND A LIVE EVENT

Goal of Meeting

1. Have the most effective & professional launch for your new IBO
2. Bringing on new IBO's & customers
3. Promoting the new IBO into Leadership Class

Presenter's Checklist
PBZ

1. Zoom - Get a Pro Account

2. Download Presentation Slides on WealthInstituteInc.com

3. Breakout Rooms Enabled

Presenter's Checklist PBR

1. Clipboards and Pens

2. Print Presentation & Training Located on WealthInstituteInc.com

PRIOR TO PBZ

1. LOG ON EARLY – ARRIVE 15 MINS EARLY
2. ASSURE HOST THAT IT'S GOING TO BE GREAT!
3. GO OVER WITH HOST ON HOW TO EDIFY YOU AS THE SPEAKER
4. HAVE THEM REPEAT EDIFICATION BACK TO YOU... PRACTICE
5. ENROLL THEM ON HELPING YOU SORT GUESTS BY OPENING THE BREAKOUT ROOMS
6. ACQUIRE NEW IBOS AND PROMOTE THE NEXT TRAINING

PRIOR TO PBR

1. Log on early – arrive 15 mins early
2. Assure host that it's going to be great!
3. Go over with host on how to EDIFY you as the speaker
4. Have them repeat edification back to you… practice
5. Enroll them on helping you sort guests by opening the breakout rooms
6. Sign up new IBOs and promote the next training

HOW A PBZ RUNS

1. Intro – (Host) Introduce guests to the speaker

2. Host, EDIFY, and introduce speaker

3. Speaker – Read 1–8 and tell your story
(Facts tell but stories sell) – Keep it short

4. Have testimonials ready

5. Close presentation by opening breakout rooms.
Let guests know that all their questions will be answered in the breakout rooms. A team member will show them how to get started.

HOW A PBR RUNS

1. INTRO – (HOST) INTRODUCE GUESTS TO THE SPEAKER
2. HOST, EDIFY, AND INTRODUCE SPEAKER
3. SPEAKER – READ 1–8 AND TELL YOUR STORY *FACTS TELL BUT STORIES SELL*
(KEEP IT SHORT)
4. HAVE TESTIMONIALS READY
5. CLOSE PRESENTATION BY DRAWING OUT THE "CLOSE" – LOCATED ON WEALTHINSTITUTEINC.COM

COACHING CALL

IS THE GREATEST TOOL TO ENSURE A SUCCESSFUL PBZ/PBR!

1. Teach script by role playing back and forth
   Practice makes perfect

2. List how many “A” players are on the list
   “A” players = Business Owners, $100K+ Earners, & MLM Experience

3. Confirmation list – with a list 40-60% of people will show up

4. 3 way phone call, call the Upline Leader – have them invite the Upline (EDIFY YOU). Stretch & create excitement!

Invite Script - Practice It

1. **Do you look at other ways of making money?**

2. ***(Share Your Why)*** **… and that's why I started looking.**

3. **Edify Speaker – e.g.:** "I was recently introduced to an individual who is having massive financial success through a unique opportunity – that is similar to how banks make money. On (Time & Date), I have been given 30 minutes of his/her time for a very exclusive Zoom presentation with a select VIP group of individuals. I thought of you, can I put you down as attending?"

WHAT IF THEY HAVE QUESTIONS?

- **Be new and say:** “That’s a great question. I don’t have all the answers. I know it involves Essential Services and Banking. *(Name of the Speaker)* has all the information and that is what the meeting is for. Can I put you down as attending?”

- **Talk about the person, not the thing**

ROCKSTAR TRAINING GOAL

1. Schedule PBZ's/PBR's
2. Schedule coaching call – Practice script
3. Sign up new IBO's
4. Get people CQ
5. Register for National Convention

ROCKSTAR TRAINING ON ZOOM

1. Start and end on time
2. Open Zoom 30 minutes early with speakers and testimonials
3. Make sure training is run professionally
4. Download training slides from WealthInstituteInc.com
5. Professional Zoom training equals huge results!

ROCKSTAR TRAINING IN PERSON

1. START AND END ON TIME
2. OPEN EVENT ROOM 1 HOUR EARLY FOR SPEAKERS AND TESTIMONIALS
3. MAKE SURE TRAINING IS RUN PROFESSIONALLY
4. DOWNLOAD TRAINING SLIDES FROM WEALTHINSTITUTEINC.COM (MAKE SURE ALL SLIDES & AUDIO WORK PROPERLY)
5. PROFESSIONAL TRAINING EQUALS HUGE RESULTS!

ZOOM & IN PERSON TRAINING

1. PRESENTATION – KEEP IT SIMPLE AND SHORT

- Testimonials – Practice them

2. CUSTOMERS

- Teach them how to get qualified by getting them qualified
- Enroll them on CQ

3. BUILDING A TEAM

- Schedule meeting
- List – Create a huge list! 100 minimum enroll them on “A” players
- Script – Enroll them on the importance of using the script

4. MINDSET / EVENTS

- Work on you
- Enroll them on National Convention

5. OPEN BREAKOUT ROOMS

- Get them CQ, book PBZ, get them pre-registered

3 STAGES OF ACN

1. **YOU ARE IN ACN**

2. **NON-NEGOTIABLE TO THE SYSTEM**

3. **ACCEPTING THE WORK ETHIC**

IF YOU CHANGE THE SYSTEM YOU CHANGE THE RESULT

MEMORY JOGGER

1. Who owns or has owned a business of any kind
2. Who makes more than $200,000 per year
3. Who does network/direct marketing already
4. Who is money motivated
5. Who is influential
6. Who enjoys being around high energy people
7. Who quit their job or is out of work
8. Who is already wealthy
9. Your friends
10. Your brothers and sisters
11. Your parents
12. Your cousins
13. Your children
14. Your aunts and uncles
15. Your spouse's relatives
16. Who you went to school with
17. Who works with you
18. Who is retired
19. Who works part-time
20. Who you like most
21. Who was laid off
22. Who purchased a new home
23. Who answers classified ads
24. Who runs personal ads
25. Who gave you a business card
26. Who works at night
27. Who delivers pizza to your home
28. Who sells Avon or Mary Kay
29. Who sells Tupperware
30. Who wants freedom
31. Who likes team sports
32. Who is a fund-raiser
33. Who watches TV often
34. Who works on cars
35. Who likes political campaigns
36. Who are social networkers
37. Who is in the military
38. Who do your friends know
39. Who is your dentist
40. Who is your doctor
41. Who will help you
42. Who works for the government
43. Who is unemployed
44. Who attends self-improvement seminars
45. Who is dissatisfied with their job
46. Who reads books on success
47. Your children's friends parents
48. Who was your boss
49. Your parents friends
50. Who you've met while on vacation
51. Who waits on you at restaurants
52. Who cuts your hair
53. Who does your nails
54. Who does your taxes
55. Who works at your bank
56. Who is on your holiday card list
57. Who is in retail sales
58. Who sells real estate
59. Who is a teacher
60. Who services your car
61. Who repairs your house
62. Who manages your apartments
63. Who has children in college
64. Who likes to dance
65. Who sold you your car
66. Who you met at a party
67. Who likes to buy things
68. Who you've met on a plane
69. Who does volunteer work
70. Who has two jobs
71. Who has been in network marketing
72. Who needs a new car
73. Who wants to go on vacation
74. Who works too hard
75. Who was injured at work
76. Who lives in your neighborhood
77. Who is your boss
78. Who delivers your mail
79. Who is concerned about the environment
80. Who calls you at work
81. Who delivers your paper
82. Who handles your gardening
83. Who watches your children
84. Who attends your church
85. Who is unhappy with their income
86. Who you met through friends
87. Who tailors your clothes
88. Who sells cosmetics
89. Who bags your groceries
90. Who wants a promotion
91. Who exercises
92. Who is a vegetarian
93. Who plays sports
94. Who is wealthy
95. Who enjoys traveling
96. Who has lots of friends
97. Who belongs to the Chamber of Commerce
98. Who likes to gamble
99. Who loves to have fun
100. Who haven't you listed yet

100+ LIST