

1st Things 1st BUSINESS PLAN



Name:

7th Day:

What should I focus on?
How do I get customers?
Who should my 3 people be?

What should I do first?

This section is designed to show you exactly what should be done within the first 24-48 hours of receiving your rep ID. All of the basic questions that you may have in regard to gathering customers and business partners are answered here. JMG Net-Worth has made very simple what steps need to be taken to ensure your success as an independent representative.



Dreams & Goals

The first step in getting started with JMG Net-Worth is to decide what you plan to achieve with your new business! You got started to make money doing something new, and most of all, to accomplish your dreams. Therefore write down your dreams & goals here:

Dreams

If I had UNLIMITED time and money:

- What I would buy?

- What I would do?

- How I would be charitable?

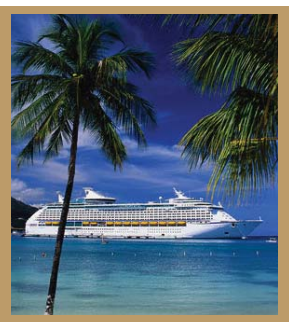
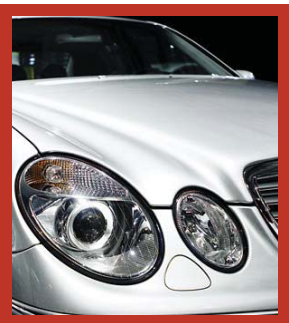
Goals

This is where I want to be and what I want in the next:

- Month:

- 3 Months:

- 6 Months:



Schedule

The next thing you must figure out is when are you going to put in the work to be able to attain your dreams and goals. You need to schedule when and where you will be and at what times.

My Schedule

	sunday	monday	tuesday	wednesday	thursday	friday	saturday
8:00 AM							
8:30							
9:00							
9:30							
10:00							
10:30							
11:00							
11:30							
12:00 PM							
12:30							
1:00							
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9:00							
9:30							
10:00							



Commitment Agreement

*I pledge that I will devote myself at the specified times in my schedule to my
JMG Net-Worth business only.*

*I understand that committing myself to the time promised will only help me
become highly successful in reaching my personal dreams and goals.*

*I understand that I am an independent business owner within JMG Net-
Worth. It is a business and it is to be treated as a business of integrity.*

*So with this in mind, I will strive for and demand
Excellence With No Excuses!*

Signature

Date

Acknowledging Rep

Date

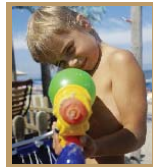
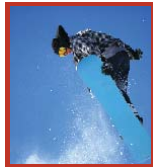
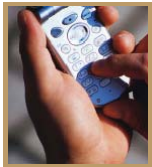


NET-WORTH

Time Commitment

Is it just about the money?

Working with JMG Net-Worth is not strictly about financial freedom but about gaining time freedom. As with financial debt, if you are time stressed, it is important to know where and how you spend your resources and where your hours go.



Where does the time go?

It is very important for you to look at your current schedule and assess how much time you are putting into activities and what those activities are. Listed below are different activities to help you identify where your time may be going.

- TV/Entertainment
- Hobby/Interests
- Meetings
- Kids' Activities
- Overtime/Job
- Family Commitments
- "Down time"
- Going Out/Socializing
- Working Out/Exercise
- Boyfriend/Girlfriend
- Church
- School/Homework
- Movies
- Naps/Sleep Time
- Leagues
- Eating/Dining Out/ Shopping

My seven biggest time commitments are as follows:

	activity	hrs. per wk.
1.		
2.		
3.		
4.		
5.		
6.		
7.		

Make your list

In order to get started properly in your new business, you MUST create a list of 50-100 names and phone numbers. You want to put EVERYBODY you know on the list. You are in the PEOPLE BUSINESS and you need a list of people as your inventory.



How do I think of people for my list?

Just in case you have a little trouble thinking of people for your list, let us help you jog your memory...

- Family Christmas List
- Current & Past Co-Workers
- Friends Of Friends
- People You See Daily
- Church Member List
- Old College Friends
- Your Myspace Friends
- Numbers In Cell Phone
- Personal Phone Book

My List

name	number
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.	

name	number
26.	
27.	
28.	
29.	
30.	
31.	
32.	
33.	
34.	
35.	
36.	
37.	
38.	
39.	
40.	
41.	
42.	
43.	
44.	
45.	
46.	
47.	
48.	
49.	
50.	

Step

1

3 People

The first step in your business is to find your first 3 business partners. In doing this, you should set up AT LEAST 10 appointments within your first 48 hours in business. Use the scripts on the next page to assist you in setting appointments.

Appointments

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.



Your 3 people's info.

	name	cell number / text	id number	email address	sign up date
1.					
2.					
3.					



How do I get 3 people?

Here's what you might say

Listed below is what JMG Net-Worth will teach you about how to sit down and talk with your friends and family about this awesome opportunity. Each of them work.

Remember to create a common ground before starting the script.

Calling with your sponsor

1. New Rep: I'm really excited about my JMG Net-Worth business, and I have my business partner, (sponsor: _____), on the phone with me. I'd like to introduce him/her to you...

Sponsor: Hello, this is (sponsor), and I'm glad to hear things are going well with you. Look, (rep: _____) and I are in business together, he/she said some great things about you, and we just called to ask you a simple question: If the money were right AND if it fit into your schedule are you open to taking a look at a strong business right away?

Calling friends or family without your sponsor

1. Hey, are you going to be home for awhile? I've got something I need to show you...
2. I'm just learning about this GREAT business opportunity with JMG Net-Worth, and I'm really excited about it. I'd like you to take a look at it. Are you available @ (time 1) or (time 2)?

AFTER showing the presentation

1. Let me ask you a simple question. On a scale 1 - 10 with 1 being you are not interested in making more money and 10 being you are ready to get started right now, where do you see yourself?
 1. If they answer 1-5: It sounds to me like this is not for you. Who do you know who may be interested in the business?
 2. If they answer 6-8: Great, why are you a ____ ?
 3. If They answer 9 or 10: Great, let me share with you exactly how you get started in the business.

This is a great time to get them on the phone with your sponsor or upline to answer any questions and welcome them to the team.

Step 2

Gather 5 Customers

The second step of your new business is to personally gather customers. You will be your first Customer by ordering the My Financial-Worth service. You are only required to have (1) one My Financial-Worth customer to earn commission. However to reach your first promotion of Senior Director you eventually need five (5) customers. There is room to keep track of any additional customers below:

Your customer's info.

1st customer		
name:	phone:	
address:	email:	
type of order:	date signed:	birthday:

2nd customer		
name:	phone:	
address:	email:	
type of order:	date signed:	birthday:

3rd customer		
name:	phone:	
address:	email:	
type of order:	date signed:	birthday:

4th customer		
name:	phone:	
address:	email:	
type of order:	date signed:	birthday:

5th customer		
name:	phone:	
address:	email:	
type of order:	date signed:	birthday:

Why should I get my customer's information?

Wouldn't it be nice if you purchased a product from a store, and three months later you go to your mailbox and find a card from that retailer in celebration of your birthday? Wouldn't it make you feel appreciated? Well, you have the power to make your customers feel special, and we encourage you to be creative in expressing your appreciation for their continued support. We have a great success card program to express your appreciation to your customers but it doesn't have to be a card or a gift, it could be a simple email saying thanks. Simple words go a long way!

How Do I Get Customers

Here's what you might say

At JMG Net-Worth, to maximize the compensation plan you will eventually need 10 customers. I recommend you get as many customers as you can (it's FREE money)!
Your BEST customer is YOU to begin with.

The key point to understand is that you don't wait to start building your team before you get customers. The key is to get customers AS YOU BUILD YOUR TEAM! Some of the people you talk to about joining your team will not be interested in the business, but EVERYBODY needs My Financial-Worth. Therefore we can talk to them about becoming a customer. You will get customers as you go through the process of building your business. If you want to maximize the JMG Net-Worth compensation plan YOU need to initiate the customer gathering process and you can't leave it up to anyone else to do it for you.

I would recommend the following marketing ideas:

1. A "Dear Friend" letter that you send out to a list of Family and Friends letting them know about the My Financial-Worth service, the benefits, and why you've started your JMG Net-Worth business. You can find this under the Resources section in the back office.
2. Set up a Facebook page (or add the My Financial-Worth info to it) and begin the social marketing of our service. You don't want to rely on this method but you never know who might see your advertisement and be interested.
3. After your warm market has received some of the emails sent to them, follow-up with a phone call to find out if they might have interest in taking advantage of our service (tell your story).

Once you gather customers it's VITAL to keep in contact with them. I recommend sending a hand written thank you card immediately following them becoming your customer. Then every month (or at least every quarter) send another card IN THE MAIL (not email) using our success cards system reminding them how much you appreciate their support as a customer. If you don't keep in contact with your customers they will eventually leave!

Don't try to SELL the service! Just put our info out there consistently and you will attract customers!

Important Advice As You...

BEGIN YOUR JOURNEY

There are many people throughout our industry that constantly compare their results with the people they see around them and they get discouraged. They see people with hundreds of affiliates on their team, leaders growing and building on their own, residual income growing, etc, and they think to themselves, “What’s wrong with me? How come I don’t have all that growth too?”

The answer is because you aren’t logging enough flight hours!

You see folks, when a pilot attempts to get his/her license they must sign up to do so, take a course and then log flight hours. This is similar to reps in our business that sign up, go through training and now need to go out and build their business (log flight hours).

If a pilot logs 10 hours have they done well? Sure. But would you be more comfortable flying with a pilot that logged 10 hours or 100 hours? Simple isn’t it! The pilot that has logged 10 hours simply hasn’t logged enough flight time to be as efficient at flying as the pilot that logged 100 hours.

The same is true in our business. There are people working 1 hour per week comparing themselves to the person that works 15 hours per week. It isn’t that the person who’s working just 1 hour per week in their business is doing something wrong -not at all! They’re doing great. They just can’t compare themselves to someone devoting more time and effort to their business.

The moral of the story is you have to have realistic expectations for your results. Too many people in Network Marketing want to log as few flight hours as possible yet they want to be able to fly with the elite. That just isn’t realistic. You must be willing to put in the time and commitment that is required to build a large thriving organization. Then and only then will you be qualified enough and will have earned the right to be among the elite of our company. And no, it’s not easy, it takes effort, a lot of it! Is it worth it though? You bet it is! The question is, are you willing to see it through? I am. Are you with me? I guess only time will tell.

Treat your business like it is a BUSINESS. Act like you have a “flight log” and track your daily and monthly activities. This will help you spend more time producing activity that drives GROWTH in your business. It will also help you stay realistic with your results compared to your “flight time.”

The power of duplication


What if everyone did what you did?

You'll make money for what you do, but you'll become wealthy from what you start! Teach your 3 reps to do exactly what you did, which was simply step 1 and 2. If what you did were to be duplicated seven times, here's what the money would look like:

JMG Net-Worth does not guarantee the success of my business or the income, if any, that I may earn. I understand that my success will depend on my efforts, skills, and productivity. This information below is only for example.

WHAT YOUR LIFE COULD LOOK LIKE IN 7 WEEKS!

level	weeks	reps	customers	Price	residual%
1	1	3	5	\$29.95	2%
2	2	9	5	\$29.95	2%
3	3	27	5	\$29.95	2%
4	4	81	5	\$29.95	2%
5	5	243	5	\$29.95	2%
6	6	729	5	\$29.95	2%
7	7	2187	5	\$29.95	7%



\$26,203 A MONTH!

You see, by doing steps 1 & 2 and teaching others to do the same, in 7 weeks you could potentially make

MORE THAN \$25,000 A MONTH!

OVER \$300,000 A YEAR!