

Let's Get Started by Carolyn Beck – Six Basic Steps

Complete the first 6 steps in your first 30 days

BEGIN WITH...

•✦ Filling out an application. Make sure you understand the application process and what the different kits provide.

•✦ Sign up immediately for your standing order. This keeps you qualified to receive your monthly checks. You will need a monthly minimum of 50 CV points

•✦ Make a “quick-list” of your TOP 10 CONTACTS and give this to your sponsor with your application.

STEP 1: MAKE A PHYSICAL LIST OF YOUR WARM MARKET

•✦ 30 to 100 names, local and long distance.

•✦ Send or give a copy of this list to your sponsor. This is those you know that like candles, those you know that love crafts, those you know that has allergies, or suffers with asthma, those you know that might enjoy making candles for FUN or for Extra Income.

•✦ Send a “Dear Friend” letter to your entire list

STEP 2: SET UP YOUR BUSINESS

•✦ Spend a little time organizing your business basics:

Business cards, Fliers for hand-outs, Bump-in Business Cards, Personal Calendar, and sign up for 3 way calling and flat rate long distance.

•✦ Order personalized hand-out materials from Cynthia Padgett - Cynthia@GoNaturalNow.com

STEP 3: GET ORGANIZED

•✦ Organize your leads into 3 ring binders. Shows in one binder, bump in and warm market in one binder, and Coop Leads in another binder.

STEP 4: SCHEDULE A CANDLE MAKING CLASS

•✦ Set a date for your first Candle Making Class either at your place or your sponsor home.

•✦ Send out invitations to the first 30 people on your list. Then simply pick up the phone & call to confirm!

STEP 5: ATTEND ALL CONFERENCE CALLS

•✦ Be on the CandleWealth conference calls. Only reason to miss one is you are at a Candle Making Class. Establish good work habits, and be on the weekly conference calls. Put it in your planner and plan to listen to every one of them. Remember, your people will do what you do.

•✦ Monday Training calls & Thursday Opportunity calls:
6:30 PM Pacific Time - 7:30 PM Mountain Time,
8:30 PM Central Time – 9:30 PM Eastern Time.
620-294-3000 pin 7157#

STEP 6: STUDY

•✦ Go to your web-site, understand the materials.

•✦ Click on FUN FINANCIAL FREEDOM, listen to Living Light Audio, check out the Candle Making Movie, and Candle Facts.

•✦ Check out the materials under Associate Resources in your back office.

•✦ Also listen to this pre-recorded message 1-212-461-2771.

•✦ Become a “product of the product” by starting with replacing all your Candles to Soy. Give them as gifts, and continue to invite others to the Candle Making Classes.

CONTINUE TO FURTHER YOUR BUSINESS BY:

CONTINUE HANDOUT HABITS

- Hand out or mail out at least 10-20 per week. For example, mail invitations for Candle Making Classes.
- This can come from bump into's, your warm market leads you have.

FOLLOW UP

- Follow up with everyone you have scheduled to a class
And couldn't make it. Call on those that have indicated they were interested, and see where their interest is at the moment.

HOW TO USE THE SPECIAL EVENTS

- Very Important to plan for the special events and not only attend them, but plan to bring others with you.
- Know the dates, and begin to call those that have attended a Candle Class, or any lead that has indicated an interest in earning an income with CandleWeath needs to be invited to the event.

UNDERSTAND THE BASICS OF THE COMPENSATION PLAN

- Weekly pay. Monthly pay
- Commission on the Kits
- Build two teams-earn income with both
- 70% matching bonus

CHOOSE FROM MANY MARKETING IDEAS

- Warm Marketing & Cold Market-Invite to a Candle Making Class
- Consider being apart of a booth with others involved
- Bump into's – FREE LEADS
- Fundraiser's
- Coop Leads

BE AN EXAMPLE, BE A LEADER

- These steps are simple and easy to duplicate. And if you follow them, the rewards can be extraordinary.
One of the best things about following this plan is that you are never doing it alone. You have many others interested in your success.