

Chapter One

Now That You Are a Distributor

Congratulations on becoming a MyNet Universe Distributor and purchasing your MyShoppingGenie software license. You have taken a step toward making real money online. It is very important that you get started properly and the best way to do that is to put “first things first”.

A very successful network marketer is famous for his quote that says, “Do one thing at a time, do it right and finish it”. Sounds simple, but when you follow that advice, you don’t have to look back and see what you should have done, because you did the right thing from the beginning.

I’m referring to going to your myshoppinggenie.com/yourname Website, clicking on the Distributor button, then on the “Quick Start Guide”, and printing it out completely.

Thats right,.....***print it out, all of it!*** Be sure and scroll to the bottom of the page and click on Printer Friendly Version in PDF. It’s only 5 pages and you will refer to it over and over when you sponsor a new Distributor and show them you did the right thing when you got started.

If you keep first things first, do one thing at a time, do it right and finish it, you will not have to back track and everything will be much easier when you help a new Distributor, you sponsor, get started. Now that you have printed out the entire Quick Start Guide, you have a reference document that you can refer to as you follow the step by step instructions. Follow them, don’t skip and move on.

First, make sure you set up and activate your genie.

Second, activate your MSG monthly license subscription.

Third, join the affiliate programs.

Fourth, set up your mymarketinggenie.com/yourname system.

Fifth, set up your Genie’s Lamp communication tool.

Sixth, start giving away free Genies!

Seventh, review pay plan, Distributor tools, news and events, FAQs (frequently asked questions), Distributor login (online office), and customer support.

If you will take the necessary time to do and review these 7 steps, you will be set up and activated properly and you will know exactly where to go to get the answers and support you need.

Contrary to some people’s opinion, it’s not your sponsor that has all the answers; it’s the reference locations and URLS that you have access to.

It is also very, very important that you have completed all the steps before you call the MyNet Universe office or support staff. Nine out of 10 of your questions will be answered through this

process and if you should need further assistance they will know you have done your part to find the answer and it will make their assistance much faster and easier.

Besides, wouldn't it be great if everyone on your team followed these steps completely? They will if you do. Your team will do what you do, not what you say, so just get started correctly and they will follow. Be a leader, the view is better.

“Managers do things right....leaders do the right thing!”

Jim Rohn

Chapter Two

Building Your Business Network

Why is this the perfect business at this time?

You may be wondering, “Did I make the right choice investing in this business?”

The answer is yes! We base this resounding **yes** on the fact that MyShoppingGenie enables you to take advantage of several significant trends in the economy, such as changes in how goods and services are distributed and how the Internet is changing the world we live in.

First, let us consider the fact that we are in the midst of a major economic shift from an Industrial Age economy to an Information Age economy. We see evidence of this change in our economy all around us. Manufacturing companies and the financial institutions that invest in these companies are struggling for their very survival while Internet-based companies like Google and Amazon are thriving. This trend points to the fact that many of the most successful companies of the future will be in the high-tech Internet field. MyShoppingGenie and Underground Bargains are uniquely positioned to take advantage of this shift in our economy because they enable the average person to make money online by helping them leverage the Internet.

Second, the way the goods and services that we need are delivered to us has been evolving over the last several decades, as well. About 100 years ago everything we needed was made by hand and, therefore, very expensive. In the 1960’s the cost to manufacture products had dropped significantly due to mass-production to about 50% of the cost of a product while the cost of getting the item to the consumer accounted for the other 50%. By the 1990’s manufacturing had become so inexpensive that the distribution costs were now 85% of the price of a product to the consumer. Sam Walton knew that since most of the cost of a product was now in its distribution, if he could reduce those costs, he could save his customers money and also create a significant income for himself and his company. He was right!

Michael Dell has taken Sam Walton’s example of lowering distribution costs to save money for the customer and to make money for his company to the next level. Wal-Mart was able to lower the cost of goods to the consumer by bringing much of the distribution channel under one roof. Dell Computer has been able to lower the cost of goods even further by eliminating the roof. In other words, Michael Dell was able to become a billionaire faster than anyone before him by using the Internet to save people money on the electronics they wanted because he could eliminate the need for thousands of stores and employees.

Those of us who have a license to the MyShoppingGenie software are able to do exactly what Michael Dell did with electronics. He was able to lower his cost by using the Internet as his medium of distribution, thereby helping people save money online and creating a huge income for himself.

When MyShoppingGenie brings a buyer to an online store, that company saves as much as 60% over the same product sold in a traditional retail establishment. Some of these companies like Amazon.com and Buy.com, etc. share their savings with us, creating an income stream. This is a win-win situation for everyone involved. The customer using the free Genie saves money, the

person with the MyShoppingGenie license gets paid, and the company providing the product has a sale.

We are sure that it has not been lost on you that the Internet is the biggest technological advancement of our lifetime and that it would be a shame to not be able to find a way to leverage it to create a better life for ourselves and others. From people who have made a fortune selling collectables on eBay, to the founders of Google, we all have heard of people and companies that have used the Internet to earn huge incomes.

The problem that most of us are faced with when we consider how to make money on the Internet is that few of us have antiques or other valuables to sell online and even fewer have the finances and the computer expertise to compete with Amazon.com or Wal-Mart.com. Consequently, we have been largely excluded from making money online - until now!

MyShoppingGenie enables the average person to have an online business that makes them money by giving away free software which helps people save money on the things that they were going to buy anyway. It does this by leveraging the power of the major online search engines such as Google and Yahoo and the income-producing Website's like Amazon.com and Underground Bargains.

“The Genie” - The Multiplier of Success

Professor Paul Zane Pilzer, advisor to two U.S. presidents and world-renowned predictor of economic trends, stated in his best-selling book *The Next Millionaires* that technology is the multiplier of success. He went on to say that each of us has a “Technology Gap”, which is basically any new technology that we have not yet adopted that would enable us to be more productive.

For example, if a person did not have a cell phone they would have a “Technology Gap”. If they bought one and learned how to use it they would be able to make better use of their time and more productive. According to Pilzer the technologies that we have not yet adopted are our potential for multiplying our current level of wealth.

Pilzer created a formula to help explain how learning to take advantage of new technologies is the key to increasing our personal wealth.

$$\mathbf{W = P \times T}$$

Pilzer's formula $W = P \times T$ means “Wealth equals Personal Resources multiplied by Technology”. Wealth does not mean that a person is rich. A person's wealth is defined by Pilzer as the length of time a person can live without having to earn an income. In other words, if a person has enough savings to live at the same standard of living for a year, then that is the level of their wealth.

The Personal Resources represented by the “P” in this equation includes the people that we have influence with, the work experience that we possess, and the amount of time that we have available. Our personal resources have created the standard of living that we currently have. Our life is a direct result of the people we know, what we know, and how we have invested our time. In addition, if we have taken on debt to maintain our current lifestyle, then we have

leveraged personal resources from our future. The sad thing about borrowing from future resources is that when the future becomes our present, those resources will no longer be available. The only way to make up for these lost resources is by leveraging technology now to increase our personal resources for the future.

This brings us to the “T” in Pilzer’s formula. This is where it gets **really** exciting! We can grow our personal wealth very quickly if we can find our own gap in technology. The Internet, according to Pilzer, is the largest technological innovation of the last century, and to miss the opportunity of making money through this vehicle would be the tragedy of a lifetime.

Most of us are only using the Internet for email or as electronic yellow pages. Very few of us have figured out how to use this remarkable technology to create wealth. What makes MyShoppingGenie so significant is that it enables the average person to increase their wealth by opening the opportunity for them to create multiple streams of income online.

What is your reason for starting this business?

It has been said that if your **why** is big enough, the **how** doesn’t matter! It is very important to know why we are planning to build this business. We discussed above that we are sharing new technologies with people that will help them improve their lives, which is very important and rewarding; but it is not easy. Nothing in life worth doing is without it’s challenges; therefore, it is paramount that you remember the reasons why you started this business in the first place. Please take a moment to contemplate and select your **why(s)**:

1. Reduce or eliminate debt
2. Change jobs
3. Buy a new house
4. Retirement
5. College/charity
6. Other

We Give away Genies and Recruit other Distributors

Now that you are clear on your reason for joining MyNet Universe and MyShoppingGenie, the next step is to simplify just what it is that you will be doing. Our business can be reduced to two things. We give away Genies and we recruit Distributors that do the same thing and that’s reducing the business to the simplest form.

Giving away Genies is the easiest thing you will do, because your prospect that you have “click play and give it away” will now be able to purchase the same items they are already purchasing, except now they will save money and it will be delivered to their door. Wow, how many people do you know that would like that? Or should I say, how many people do you know....period? A better question to ask would be, “who do I know that wants to go on paying more for the things they are already buying when they could be saving big dollars, over and over?” And by the way,

you already know from the pay plan, that every time you download a genie and they complete three searches, you earn a dollar. That may not sound like a lot by itself, but if you choose to utilize Stephen Pierce's Genie Cash System and learn how to market on the Internet, you could be maxing out your downloads of your genie every month, equaling \$200 just in Genie downloads.

What if you had 10 Distributors you personally recruited that were doing the same thing? Well that would be a potential \$2,000 in matching pay from the downloads and all you have to do is be a Progressive Power Distributor with six (6) personally recruited Distributors and at least ten (10) Genies given away by you personally.

Many will focus on recruiting or enrolling Distributors personally, so they have a team giving away genie downloads. As a Progressive Power Distributor, you will be earning 100% match pay from the Genies given away by your personally recruited Distributors. By taking advantage of Stephen Pierce's Genie Cash System and Genie Cash Club, you will be recruiting many more personally enrolled Distributors and reaping a bigger harvest. The right way to get started is to get going with all the tools, all the time. It's the best way to make something happen and get momentum started.

It's all about Distribution

Distribution is what all companies want to achieve. The finest products and services in existence will simply fill warehouses if there is no way to get them to the market place. To describe distribution in an easy to understand way, let's look at something everybody will understand. Let's look at a Coke machine and think about its value.

I remember as a child, my dad had one of those older coke machines in his mechanic shop. It was rounded and sloping down from the top on both sides. It had a small glass door on the front and when you put your money in the slot, pushed down on the handle, it rotated the drum inside and a coke bottle moved just enough so you could slide out the ice cold Coke.

The next generation of machines that came along were larger, taller and wider and had buttons. Big rectangular buttons that all said Coca Cola. Then after a while they just said Coke. Why did they need more than one button? Was it just to get attention or to take up some space on the front of the machine? It had a great purpose that we didn't understand until one day those same Coke machines had several new names appearing on the buttons. They had this diet drink called Tab, which was the worst tasting diet drink ever, but guess what? Tab became the best selling diet drink in the world, almost overnight, because of one reason.... DISTRIBUTION.

All those Coke machines in locations from office buildings and gas stations, to grocery stores and bowling alleys, overnight, had new products added to them and because the distribution network was already in place with the Coke machines, the sales were instant. It wasn't that the products were so great, it was that they were available through distribution.

What does that have to do with MyShoppingGenie? It's pretty simple. As you recruit more and more distributors, they become just like the Coke machines. We now have affiliate programs that pay commissions and we have undergroundbargains.com that pays commissions and overrides. As you continue to recruit Distributors, just like Coke machines, when new products and services are made available, they are instantly offered through the Distributors you have on

your team. New products mean new sales and that means more commissions and overrides. That also means it's more attractive to have more Distributors and it's easier to recruit more distributors with more products and services to offer and gain their attention.

You see how the distribution network (Distributors) and more products and services work? Just adding new products and services can increase your income through your existing distribution network of Distributors. That is why Distributors are really Business Builders. You are really building a business of distribution. How many Distributors would you like in your distribution network? The larger the number, the larger the profits will be as different products and services are added. But, what about all the commissions earned by expanding your Distributor network through the sales of Genie licenses? You earn by building the network of Distributors and you earn through the distribution of products and services sold and given away through that distribution network. Sounds better all the time, doesn't it?

Now, add the increased success of recruiting more Distributors with Stephen Pierce's Genie Cash System and how big of a business can you build? Don't forget that you are earning bonuses through the sale of the Genie Cash System and Genie Cash Club as it counts in the compensation plan. And, let's not forget about the distribution network of Distributors that is waiting to be built around the co-branding feature. Businesses that find out they can have a presence on the web and advertise their name and logo to their customers every time one of their customers does a search on the Internet for any product or service will be anxious to join.

We have talked about why you will be building your Distributor or distribution network, but now let's talk about how to get even bigger benefits.

Duplication, Duplication, Duplication

As good as you may be at giving away Genies and recruiting Distributors to your team, if you can't get others to do what you are doing, then you alone will be responsible everyday for getting results. Each day when you get up, it's like you are unemployed, until you personally generate results for that day. Those that realize that the "magic" is in duplication will enjoy increasing growth by leaps and bounds, even though personally, they are still doing the same thing every day.

As a successful Distributor who accomplishes his/her goals every day, you would love to have all your Distributors doing the same or more as you do, right? No one would argue with that, but how can that be achieved?

The dictionary defines duplication as; *a doubling; a process of dividing by natural growth; (dictionary.com)*. To accomplish doubling, it will require that every Distributor does the same thing each day, has the same tools and the same desire. The same tools and support system exist for every distributor to choose and use, but the desire and following a daily method of operation is something we can encourage, but not control.

Stephen Pierce's Genie Cash System contains scorecards for daily, weekly and monthly measurements of success that offers you and your Distributors the best chance to succeed. But, you must make the choice to follow the plan. When you have a company provided support system and an Internet marketing system, you have just been handed the average person's best chance to succeed.

If every Distributor on your team follows the system, as taught on the Saturday Distributor training calls, and in the Genie Cash System, then duplication will be the result. That's why franchising has become so popular and successful in this country. But remember, success comes as a result of following the system. That means when you recruit a new Distributor and they do the same, all you really have to do is show them that the system will work if they work the system. Why would someone join as a Distributor and not follow the system? Why would you recruit someone on your team unless they are willing to follow the system?

We can't guarantee success, but we can guarantee when the system is followed, the result is duplication. Residual income is the result of continual duplication. Just remember that your team will do what you are doing, so make sure you are working the support system and the Genie Cash System.

Build it in your Mind and on Paper

Before a person builds a house, apartment building, tall office building or major building complex, the plan is conceived in their mind and then it is transferred to paper. There is no way for the participants to know what to do if it's not on paper, but it never gets to paper until it's been built in the mind first.

Before the chair you are sitting on was built, it started out as a thought or idea in a person's mind. Everything built started out that way, even if it went through changes and evolved into a totally different product as the end result. It started out being built in a person's mind. Your business is built the same way.

What do you want your business to yield for you? If your answer is something like, "more money", I would ask, "how much more", but more importantly, why do you want the more money and what will you do with it? You have to think about that and that's great, because when you decide what you want and why you want it, you have started the building process in your mind and that will be the reason that will keep you going when tough things happen that try to discourage you.

Now that you know what it is you want and why you want it, let's ask, "How soon or when do you want it"? This important question will determine how you go about designing and building your business. I mean, if you want \$10,000 a month income in 90 days time, doesn't your team have to be built differently than if you want \$1,000 a month income in 90 days?

"How do you start building in your mind and what is the best way?" You won't be able to make someone on your team do what you want, but you can make yourself do what you want, when you refer back to what it is you want and why you want it. It becomes your mission or your goal. A goal is simply something you have to have, in a specific amount of time.

Jim Rohn says, "You can't change your destination today, but you can change your direction today".

Let's start by what you can do yourself. Let's say you want to be at the \$10,000 a month income in 90 days. The first goal you would want to achieve is to have 12 personally recruited or enrolled active Distributors, so you will be set to receive all the bonuses your team will be

helping you earn through sales. Of course you will be encouraging your 12 to do the same and hope they do even more.

Draw on a piece of paper or chart, the 12 personal Distributors you are going to recruit or enroll. If you know their names, that's great, if not just draw 12 circles, squares, rectangles, etc., to represent them and let's get started. Where are they going to come from?

Let's start with a list of names and let's call it Friends, Relatives and Acquaintances. We don't have to define friends or relatives, but acquaintances can be co-workers, business associates, neighbors you barely know and many others you describe as people you know, but don't necessarily know their names. The important part is that you write their name down when it comes to your mind. Their address, email and phone number can come later, but when their name comes to your mind, write it on your list.

You will want to use things like categories of people to jog your memory. Here is an example: Athletics/athletes, Accountant, Achievers, Advertising, Attorneys, Aircraft/airports, Alarms, Amusement, Antiques, Apartments, Appliances, Appraisers, Archery, Architects, Art gallery/Artist Associations, (churches, civic groups, political) and Automobile/automotive. Now all I did was skim through the yellow pages and only choose a sample of the A's.

How many people were jogged to your memory just from these categories? Notice how some of these brought people to mind that had nothing to do with the category itself? This is an example of an exercise in free association and if you were to go through the alphabet with the yellow pages, you would think of 200 people or more. The specifics can come later, but when you think of their name it goes on the paper. You might even want to enlist you spouse and children in making a game out of it.

How many people can each of you think of and give a meaningful prize to the winner of the most names?

Chapter Three

The 3 Systems or Strategies

You are about to discover three different duplicatable systems that are designed to expose your new business and product to the masses in the shortest amount of time possible. This program is time tested and could bring dramatic results when utilized and applied to your business.

So let's get started.

Please grab a clean sheet of paper and write "*Dialing for Dollars*" at the top of the page (there is a reason that we named the 3 simple systems you are about to discover which we will get to in a minute, but first let's make our template).

SYSTEM ONE "DIALING FOR DOLLARS"

Name Video Download 3-way call Live Call Follow Up

Write the above headings on a clean sheet of paper and then draw a line down forming columns.

What you have just done is simply make a chart to keep track of the people that we present this business to. Staying organized is very important. You'll want to keep track of every person that you show this business to and know what task they have completed.

Now, it's time to write down your prospect list under the column "Name".

This list of names needs to be at least as many as you can generate. Never prejudice. Think about it for a second, anyone that wants to save money on products that they are already going to buy or anyone wanting to make money on the Internet needs to know about your business. The prospects are endless. Something to keep in mind when making your list is the fact that 98% of Americans worry about money and finances on a daily basis. That means if you were to put 100 people in a room, only 2 people (on average) don't worry about money/finances and even those people would most likely want to save money when they shop online.

When making your list, remember that your new Internet business is nationwide and with flat fee and free long distance, you should be calling everyone.

Be sure to write down every single person on your list. Once you've completed your list its time to start "*Dialing for Dollars*".

Now, you will need to call the first person on your list but before you do please see the script below:

For our example we will use the name Joe.

Repeat the following script with excitement.

*** It's not just what you say, but ***how*** you say it!

Script: Joe this is _____ I'm calling you because you have to see this two minute video on CNN about this incredible product and I'm even going to be able to give you the product

that you see on CNN for FREE. Just go to my website www.MyShoppingGenie.com/yourname.

After your prospect (Joe) watches the CNN video put a check mark in the column of your chart under video. Once the video is over you will repeat the next script.

Script: Joe, let's get your free MyShoppingGenie software. Simply click the blue button that says "get your free Genie now".

When your prospect (Joe) clicks the button and goes to the page with your license key number on it, is when you will start the last part of your script (see below). This will get his attention and most likely he will want to know more.

Script: (Joe), I have to tell you something. When you clicked that FREE download button I want you to know that you didn't buy anything, and I didn't sell anything and I just made money. This Internet business is paying people to give away their patent pending software for free!

This script will open all the doors you need to get people interested. You simply say this same script to as many people as you can over and over again. Now you can go ahead and put a check mark in the download column. As you can see we are keeping track of every step we complete so we always know what our new prospect has experienced thus far.

At this point you will now complete the script below.

Script: (Joe), it has never been and will never be this easy to make money online ever again. You can have your own MyShoppingGenie Website online in minutes and you can get paid every time anyone in the entire U.S. clicks the free download button on your Website.

You have just been introduced to a simple system that can deliver big results. Just imagine having 10 people on your team using "Dialing for Dollars" on a daily basis. WOW!

System 2 "Walking Talking Billboard"

System 2 is a very simple business card system that you can use whenever your outside of your home, to build your Internet business. The power in this system is in the numbers and how duplicatable it truly is.

Please go to the MyShoppingGenie Website and look at the business card the lady at the top of your Website is holding. This is a business card that looks like a credit card or discount card.

The bottom-line is, if you saw this business card lying on a table you would pick it up.

Mission accomplished. You have just made an exposure. Follow me on this... if you take just 20 business cards with you every day and leave them like confetti you would be shocked at the results. Example: If you pump gas, leave one at the pump. If you eat at a restaurant, leave one in the menu. If you go to the restroom, and leave one by the paper towel dispenser. You get the idea. If you leave 20 cards a day that's 100 cards a week. Let's take it further. In one month, that means you have left 400 business cards exposed.

There is no telling how many people will pick up one of your cards and download your software (remember your information is on every card). People can download your software 24 hours a day. Now let's fast forward one month. Let's say you left 400 cards and ended up with 10 people that wanted to join your business. They each receive this booklet or they are taught this simple business card system by listening to one of our training calls.

Now, let's do the math (you're are going to love this!). You now have 10 people on your team each taking 20 cards a day with them. They leave them like confetti. 10 people x 20 cards a day = 200 a day. That is 1000 cards a week, and even better, that's 4000 cards a month with just a 10-person team.

WOW! If just half of those business cards bring a download, that means you made \$2000 in download match pay money. Think about it, at this point no one is selling anything. Everyone is just giving away FREE software.

All exposures are not created equal. Here's what I mean. You can pump gas and leave one business card at the gas pump for someone to pick up and that's an exposure.

Now let's use the example below to turn that exposure into a "GOOD" exposure. Keep in mind, if possible its always better to hand your business card to a person if the opportunity arises versus leaving them for strangers to pick up, but do both. (See script below).

Script: Hello, (Joe) I know you have a computer and you probably shop online. I want to give you a free gift that was just featured on CNN that you can't get anywhere else.

That just became a GOOD exposure. Let's take it one step further and turn it into a GREAT exposure.

(See script below).

Script: (Joe), If you have an e-mail address I will e-mail you the actual CNN video clip so you can see what they said about your free gift.

That just became a GREAT exposure because now you have their email address which, means you can send them your web-address and the CNN video. This business is as simple as saying the same simple script over and over again to different people. You can order your business card in your back office under the (Tools) link. Get started today and order your business cards.

System 3 "60-Minute Business Blitz"

The 60-minute business blitz is designed for the person that only has one hour a day, a few days a week, to work the business. Having this system in place also helps when someone tells you that they love the business and software, but just don't have the time. You can say, we have a simple system in place for that very scenario called "60-minute business blitz" that you can use a few times a week. Everyone has 3 hours a week. Let's get started.

This system works off the same chart that we made for "Dialing for Dollars" except we collapse time frames. You'll see what I mean. The "60-minute business blitz" works like this. One hour before each LIVE call you get on the phone and call your list of names that you made. You still use the same script to get your new prospect to watch the video and then download the software.

The only difference is that you do not try to sign them up after the download. You simply give them the number and invite them to the live call. What you have done is just collapse the time frame and put a person in touch with the 3 strongest tools.

If you work this system for one hour before each live call you should have at least 3 people on each call with you as a guest. After the call is over, simply call your new prospects back and ask them what they heard that they liked best and if they would like to start their business tonight.

It's hard for a person to deny the power of this business when they see the CNN video and the software in action along with hearing from people all over the country that are making money for giving away FREE software.

Here's a quick tip. When you are working the "60-minute business blitz" invite every person you talk to each night to the call, but bring the best person (the person most likely to join) with you on the call using 3-way calling.

Example: Simply call your best prospect 3 minutes before the call and then click over on 3 – way and connect into the live call. This will insure that you have at least one person joining you on each call.

Chapter Four

Your Support System

Third-party validation is a huge key to your success in building your business. My Net Universe has instituted multiple ways for you to validate your business for your prospects and to build belief for your teammates.

a. Daily Two-Step Presentation Calls are valuable because you can hear an experienced leader present the business live to a prospect, which helps you sharpen your presentation skills and you can leverage your time by having a few prospects of your own on the call.

b. Business Opportunity Calls are very helpful for the new prospect to see a larger picture of our business. After every demo with a prospect, you should do all that you can to get them on this call. In fact, you should 3-way them on as many calls as possible.

c. Distributor Training Calls are where we learn the practical business systems and methods that help us build successful businesses.

d. 24/7 Instant Replay, Product, and Income Testimonials are recorded tools that can help you grow your business with much less time and effort. On your MyShoppingGenie Website you will find a link to a savings testimonial recording. On the MyMarketing Genie Website you will find a link to an income testimonials recording. Use these great recordings during your demos and watch your results improve dramatically.

e. Business Opportunity Meetings: If you have prospects in a city with an opportunity meeting it would be helpful to invite them to attend because it will validate the business for them. These meetings also foster community among the Genie Team members in that city, and they will help you by working with your prospects.

Chapter Five

Take Action Now

Setting personal goals is an extremely important practice for building a successful business. Only 3% of the students at a major business college set realistic goals for their performance. That 3% out-produced the other 97% combined. We can see by this that setting clear, realistic goals can really help your business.

In goal setting, you usually start by setting a productivity goal like a monthly income target. After deciding on your income goal, you should design daily activity goals and practices that when accomplished over time will enable you to achieve the monthly income goal you are seeking. Here are several key principles and goals to get your business off to a fast start:

a. Do what you know and what you can, now; learn more as you go.

b. It has been said that more money is lost through indecision than wrong decision. Decide once and then just throw yourself into it!

c. Remember, if you treat your business like a hobby it will pay like a hobby; if you treat it like a business it will pay like a business.

d. Your first goal is to get 6 personally enrolled Distributors and earn Quick Cash.

1. **\$200 - \$300.** When you enroll your first three Genie Distributors the company sends you \$100. When you enroll your next three, the company sends you a second \$100. If you do this within the first 30 days, the company will send you a \$100 bonus for a total of \$300.

e. Become a Power Distributor and then Progressive Power Distributor: Your next goal should be to become a Power Distributor which gets you to the next level in the pay plan. A Power Distributor has 3 personally sponsored Distributors and a total of 15 Distributors on his or her team. A Progressive Power Distributor has 6 personally sponsored Distributors and a total of 15 Distributors on his or her team. Being a Progressive Power Distributor is important because it qualifies you for 100% Match Pay.

f. Developing other Power Distributors is the way that you can build a full-time income on a part-time basis. It is important here to realize that as you help others to become successful, they will in turn help you to become more successful. As you help other people build their organizations a number of leaders will emerge. These leaders will help you build your organizations, thus multiplying your influence and your success. There are five levels of leadership, and as we grow through these levels our influence increases, as well as our success. These levels are:

1. Learner (focused on getting first 6 personally-sponsored Distributors)

2. Doer (a Genie Doer has at least 20 downloads per month and a maximum of 200 per month when using the Genie Cash System,)

3. Leader (a Power Distributor)

4. Leader of Leaders (a Global Power Distributor)

5. Duplicator (a leader of leaders of leaders –Diamond Platinum Marketing Director)

Chapter Six

Keys to Team Growth

If you want to have a high percentage of the people that you share this business with join your teams there are several things that you can do that will help:

- a. Follow the MyShoppingGenie business systems and contacting scripts as closely as possible.**
- b. Use the Genie Cash System daily.**
- c. Build your Belief** by listening to the Opportunity and Training Calls regularly and when you check in with your closest Power Distributor or Global Power Distributor. Belief also grows as you demo the software and explain the business to your new prospects. Remember that new people get involved because of your enthusiasm and belief.
- d. Develop posture** by realizing that you are doing this business no matter what; and although you would like everyone to enjoy the benefits of MyShoppingGenie, you know that not everyone will.

Finally, once again, let the system do the work (don't overtalk)! Show the movie, demo the Genie, and ask them if they see an opportunity for themselves.