



YouIncTeam Getting Started Manuel

Step 1. It's time to dig deep, make a **Decision** a real **Commitment** that YOU are going to do what it takes to succeed by showing up for your business at least 10hrs per week. Showing up is half the battle, if you show up consistently and do the work you will reach your goals.

Step 2. Fill out the **YouIncTeam Game Plan Interview Form** and email a copy to your sponsor and up-line Sapphire or above. (*See pg. 3*)

Step 3. Get Connected – Subscribe your email to
<http://www.youinciteam.com>

Step 4. Watch the Four Steps Video – **STUDY/LEARN** the 4 Steps Videos
<http://www.youinciteam.com/success-plan>

Step 5. Login To your OG account and set up an appropriate auto-ship of at least 100PV <http://www.organogold.com>

Step 6. Mark your calendar for our weekly online training.

LIVE Team Video Training

at **5pm PST, 6pm MST, 7pm CST, 8pm EST, 9pm AST**

<http://www.youinciteam.com/live-webinar>

Step 7. Ok let's **Get You Qualified!** Being qualified allows you to collect commissions. *In short it's setting up your monthly auto-ship and sponsoring a consultant on your left and a consultant on your right, then teaching them to do the same.*

Step 8. Schedule your first Coffee & Jazz Mixer (CJM) at your home.

Step 9. Make A List of at least 100 people, 50 coffee drinkers and 50 prospects to look at the business. Below are several resources to help you create your list.

- a. Memory Jogger (*See Wealth Building List*)
- b. Cell Phone
- c. Email
- d. Facebook
- e. Business Cards

Step 10. Invite Coffee Drinkers to sample your coffee and or purchase product. Use the 4 Question script. (*See pg. 5*)

Step 11. Invite guests to your CJM (Coffee & Jazz Mixer). This is your grand opening of your new business. Invite people that you like and that like you. You will want to have at least 5-8 people so you will need to contact 20-30 to make that happen. (*See script pg. 7*) (*How to host a CJM pg. 8-11*)

Step 12. Invite guest to meet one on one or have them view the website information. <http://www.youincteam.com> (*See scripts page 7 or 12*)

Step 13. Schedule to be at the next event; Go ahead and mark your calendar. We do a LIVE event at least once per month.

Step 14. Work on your personal story – Why you are involved with OG.

Step 15. Set up your Tax Savings Folders

YouIncTeam Game Plan Interview

Name: _____ Date: _____

WHY? What is it you Really want? (*income, time, lifestyle, retirement, savings, eliminate debt, etc.*) _____

What are you willing to give up to be successful? (*TV time, minor hobbies, etc.*) _____

Who are you willing to associate with to be successful? (*Up-line, YouIncTeam partners, personal development, etc.*) _____

QUALIFIED FOR COMMISSIONS

Circle One: I will get qualified in my first **72hrs**, first **7days** or first **14days**?
(*Sponsor two consultants, one on my left and one on my right*)

MONEY:

How much \$ would you like to earn your first month? _____
How much \$ per month 90days from now would you like to earn? _____
How much \$ per month 1yr from now would you like to earn? _____

TIME: Daily, Weekly, Monthly Goals

Daily – I will consume & sample the products daily? _____

Who am I contacting today?

What am I prepared to say?

What am I asking them to do next?

Weekly - 30 minutes – I will be on the weekly Live Video Training? _____

1hour – I will attend or host at least 1 CJM presentation? _____

What events am I committed to attend or host?

Who have I invited to these events?

Who am I helping to make a decision to start a business?

Monthly - 4hrs – I will attend a monthly Training Event? _____

What rank would I like to attain?

Yearly – (8days) I will attend all major conferences each year? _____

I will commit to learning/plugging into the YouIncTeam system at least 18 months to achieve my goals? _____

How do you want me to respond if you get distracted or you do not follow through on your commitment?

4 Steps To Success

1. Become a Product of the Product

- Submit your testimonial within 48hrs
- Set yourself on the proper Auto-ship
- Purchase 2 Boxes of Coffee (Black & Latte)

2. Build a List of Contacts

- 50 Coffee Drinkers
- 50 Business Builders
- Learn the 4 Questions of the Script
- Get 10 Retail Customers now with the Script

3. Book Four Coffee Jazz Mixers (CJM)

- At your home or office

4. Plug into a proven Success System

- 18 Month Commitment
- Weekly CJM's (see step 3)
- Business & Leadership Training Events
- Opportunity & Training Calls

The 4 Questions Script - Script on handing out samples (4 parts- Questions, Statement, Close, Follow up):

A. 4 Questions to ask

1. Do you or anyone you know drink coffee or tea at least occasionally?
2. How do you drink your coffee? (black or with cream and sugar)
3. What's your favorite brand? (Starbucks, Tim Horton's, Maxwell House, Folgers, etc.)
4. When was the last time (name of company) sent you a check for drinking or recommending their coffee?

B. Statement to Make:

Show them the "sample/sachet" and say: ***"This is the coffee that pays you!"***

C. Close:

Before handing them a sample say:

I'll give you a sample, but understand this sample is not free as it costs me money, so I just want to follow up after you drink the coffee and get 2 pieces of information from you.

How you like the taste?

How it makes you feel?

*If they will not commit to giving you their opinion of how they liked the taste and how it made them feel, do not give them a sample. Put value on the sample, it's Gold!

D. Follow Up:

1. Within 24hrs call them up and make sure you ask the question above.
How did you like the taste?
How did it make you feel?
2. If they liked the taste and how it made them feel say to them:

“Are you interested in the product, the opportunity or both?” *(Just wait and listen for their response)*

If they answer they'd like to buy products schedule a time to drop off some boxes to them or send them to your website and have them click the “Buy Products” button and order from there.

If they answer they'd like to learn about the opportunity schedule a time to meet with them and show them the business.

Tip: Don't talk about the business with them unless they ask. When they start having others ask for the products from them, then share with them the business side.

KEEP IT SIMPLE

Coffee & Jazz Mixer Invite Script
IMPORTANT TO STICK TO THE SCRIPT
Be in a hurry!!

Hello _____, How are you? Good. I'm great too thanks. Look, I've got a phone call I need to make so I only have a second but...

- 1) Do you or any one you know drink coffee or tea at least occasionally?
- 2) How do you normally drink your coffee/tea (Milk/sugar or black)
- 3) What's your favorite brand?
- 4) When was the last time THEIR XYZ BRAND paid you to drink their coffee?

I know, it sounds like a crazy question but I found a coffee that pays.

This thing is huge and I am excited about it.

I am having a private meeting at my house _____ at ____ pm to give away some free samples of our mocha, latte and black coffee and to explain what's going on. Can I count on you to be there?

(If hesitant, tell them that it's a limited seating event and I am not going to make you buy anything but I would really appreciate your support by just by showing up. Can I count on you to be there with your spouse?)

(If no then go into the sales script and sell a box of coffee always set a date and time)

Note: Always remind your guests the day before the event and have them re-confirm their commitment to attend the CJM.

How to Host a Coffee & Jazz Mixer (CJM)

A Coffee and Jazz Mixer (CJM) is a private business meeting in a comfortable and relaxed atmosphere that will provide a way for you to share the product and Organo Gold business opportunity. We recommend taking immediate action by hosting your initial CJM within the first seven days of launching your OG business; this will allow you to build personal momentum preparing you for the group momentum that will come from new distributors joining your organization.

Close communication with your sponsor or up-line Sapphire and or above will be critical to your success. Your sponsor has a vested interest in you achieving your goals, so we recommend always letting them know your calendar of events so they can be available to provide the proper support.

RECOMMENDED LOCATIONS TO HOST YOUR CJMs

Home, Apartment, Clubhouse, Office, Boardroom, Restaurant, Library, Hotel.

These are just a few locations Organo Gold distributors have held successful CJM's. The best location will always be in living rooms and dens. Relationships are key; the personal atmosphere living rooms and dens provide will allow you to develop strong relationships with your new business partners and customers.

RECOMMENDED DAYS AND TIMES FOR CJM's

Weekdays: 7pm

Weekdays: Possible Luncheons

Saturdays: 2pm up to 7pm

Sundays: 3:00pm up to 7:00pm

Important Note: Do not schedule CJM's during the Monday evening YouIncTeam call held at 9pm EST.

If you are in a market where there is a business briefing or monthly event, it is always recommended that you support the meeting and not hold a CJM at that time. Local events are an excellent opportunity for

you to BAM FAM (book a meeting from a meeting) guests who attended your CJM's can take another look at Organo Gold and meet some other distributors to assist in their decision-making process.

WHO TO INVITE

This is where your list of coffee drinkers and preferred guests will come in. Typically these are people that you like and people that like you. You can even sort your list and contact the movers and shakers first along with those people you can always count on.

- a. Self-Starters
- b. Influential
- c. Teachable, Trainable, Coachable
- d. Have financial resources

Experience has shown that people who fall within the above turn out to be great customers, business partners or referral sources. Invite as many people as you can, keeping in mind that couples count as one. When it comes to contacting and inviting, personal touch through a phone call is proven to work best. Emails and text messaging work well as reminders only. People will respond to the excitement they hear in your voice more than the portrayed excitement they read about.

Your goal should be to have 5 qualified prospects in attendance and generate at least 1,000 GV (Group Volume). The group volume will come from individuals who get started with one of our promotional packs.

REALISTIC EXPECTATIONS

For a list of 50 people, here's an estimate of what to expect

- 30 to 35 will answer the phone
- 15 to 20 will confirm
- 7 to 10 will show up
- Expect Everyone to buy product

ROOM SET UP

- ENERGY is critical! Have some fun music playing. In a larger setting its ok if guests have to talk a little bit over the music to hear one another, this increases the energy.

- Have the room set at a cool temperature. The cooler it is the more warm beverages they'll want.
- You'll need coffee, tea, cups, stirrers, creamers, sugar and hot water (pastries are optional).
- TV and DVD player or laptop and projector.
- www.YouIncTeam.com website for video or OG presentation DVD.
- Pen & Paper for guests to take notes.
- Sign-in sheets for guests, especially useful for large groups. This documents the business you have conducted.
- Color copies (front & back) of the Organo Gold Application. You'll find them under "Documents" in your back office.
- Oh by the way we love children and pets, they are adorable, however this is a business meeting and its important to have someone to take care of them during the CJM.

7:00 – 7:30 Coffee Tasting: As guests arrive ask them how they drink their coffee - black or cream and sugar; give them the appropriate beverage and escort them to their seat

7:30 – 7:35 Hosting: Turn music off. In two minutes or less tell them why you are excited about Organo Gold.

Address the room and say:

"Welcome everyone! We are excited to have you all here. My name is [your name] and I will be your host for this evening. Before we start, I want to do a little housekeeping to make sure we have a great event for everyone in attendance. Please place cell phones and electric devices on silent so we don't have any interruptions. We recommend you have pen and paper handy to take notes; we will answer all questions individually once the presentation has concluded. I'm going to play a quick overview of what we do and share a few testimonials."

If you have someone who is presenting you will introduce them. Be relaxed and be yourself. Keep in mind you always know more about the business than your guests, so it's OK if you make mistakes or forget a few words; they won't know. The more CJM's you do the better you'll get; your excitement will be what moves them.

7:35 – 8:00 PRESENTATION: Press PLAY on the video

8:00 – 8:05 CLOSE: If this is a larger event have some of the key distributors in attendance share their story in 30 seconds or less. Name, background and why they got started with OG. The goal is to show diversity and connect the guests by relating with various professions they know of.

8:05 – 8:10 ENROLLMENT: Let the guests know you'll have a 5 minute enrollment period for them to fill out applications and get their questions answered.

Critical Note: Each person should be spoken to individually. Have music playing just enough so guests can't hear what your saying privately to others. This is important for isolating distractions so you can identify individuals who are ready to get started.

8:10 -8:25 4-STEP TRAINING: Turn music off, and give a round of applause for those who got started. Set the tone by letting everyone know their success will be highly dependent upon their willingness to follow the 4 Steps exactly as they are.

IMPORTANT NOTE: *The purpose of having a CJM is to schedule more CJM's. BAM FAM – Book a meeting from a meeting. Once concluded, book out 4 CJM's for your new business partners and duplicate until Diamond and beyond.*

Additional Invite Scripts – *(Be yourself, use a script that suits you)*

I have something to show you that I am really excited about, can you be at my house (Insert Date/Time)?

I'm launching a new business and I would love it if you could support me and come and see what I am doing?

I'm launching a new business and I really want you to take a look at it. Can you be at my house (Insert Date/Time)?

If I told you there was a way to increase your cashflow without jeopardizing what you're doing right now, would you be open to looking?

Let me ask you something... Would you be open to diversifying your income?

Let me ask you a question, off the record. If there were a business you could start working part-time from your home that could replace your full-time income, would you be open to looking?

I found an exciting business, and together, I think we could do something special. Are you open to looking?

As you know I've been a (insert occupation), but because of (negative factor) I've decided to diversify my income. After considering my options, I've identified the very best way to make it happen. Are you open to looking?

NOTE: If your guest asks what it's all about, tell them its visual, like a puzzle and that's why we need to get together to see the details.

NOTE: Once you have invited your guests its always important to do a confirmation call a day or two before the Coffee & Jazz Mixer to ensure they will be in attendance.

TAX ADVANTAGES

Each Year Create File Folders with the following Titles. Then each week/month place your receipts in the appropriate folder. At the end of the year, tally up the totals of each folder and give to your accountant.

- Home/Apartment
- Utilities
- Telephone
- Office Expenses/Supplies
- Meals & Entertainment
- Business Fees & Dues
- Professional Fees (Legal/Accounting/Spouse)
- Travel
- Business Development
- Vehicle