



1ST YEAR NETWORK MARKETING

The Guidelines

1. If you are going to do anything in life and you would like to succeed you need to Commit. Commit to this tried and tested training system for one year or until you reach your financial goal. Because it is important that you stay with one proven system. We recommend that you not jump from system to system or company to company or next year this time you will be saying to yourself that this business doesn't work.
2. Begin by carefully selecting and talking to those whom you would most enjoy helping understand that there is a better and easier way to a better life. Then teach those people who join you to do the same.
3. When you start talking to people you don't know (cold market), place more emphasis on the number of people that you approach. Focus on the width of your first level, rather than the depth of your down-line. However support everyone that asks for your help as though they were on your 1st level.
4. Follow up on your long distance sign ups, encourage serious people to keep in contact.
5. In order to stay focused, we discourage you from creating your own training materials. Rely exclusively on this tried and tested system for the first year of being in the business.
6. Build a customer base, and when you start earning the big money your family and friends will automatically join.
7. Focus all your efforts on building one powerful business and never try to build two or more lines in different companies.
8. Success depends on believing and investing in yourself. Therefore, never loan money or product to anyone. Teach yourself new skills.
9. Be loyal to your business. Use your own product or services in lieu of other inferior brands.
10. Stay focused on your goals and take pride in your accomplishments along the way. Do not allow rejections, drop-outs, dream stealers and discouragement to deter you from your vision. You are 100% in control of your own mind-set and therefore your future.

"IF YOU REALLY WANT TO DO SOMETHING, YOU'LL FIND A WAY. IF YOU DON'T YOU'LL FIND AN EXCUSE." -JIM ROHN



Explaining the concept to others:

- A. When talking to a prospect, it's always best to talk about the financial security and time freedom possible in this business opportunity first. That this business provides an excellent passive income. The income will be there for the rest of your life and can be left to your children as inheritance. So even when you die your business will still continue to run and generate an income.
- B. When the customer shows interest and wants to know more, then you can invite them to a group meeting. If they don't want to go to the group meeting, **then they are probably not serious** about change in their life anyway.
- C. If they are not interested ask them for a referral, someone they know who may need an extra income or whom is out of work.
- D. If they insist on you giving them a bit more information, you can tell them about the product range, that they are probably buying already every month at their supermarket, the compensation plan and the means to sign up and order product.
- E. Let them know that they don't have to sell any product if they prefer not to, to earn commission they would just need to introduce a few people to the business opportunity.
- F. There is no capital outlay, there is no previous experience needed, there is no product knowledge needed and there is no education needed.
- G. **Products:** Unilever range, Tiger Brands and many other ranges that you will find in most of the supermarkets around SA. The product range will grow with the company.
- H. **The minimum monthly purchase is R259.00** excl vat, postage & packaging.
- I. Explain the network compensation plan, how they would introduce people and these people would be part of their **first level** and that they would get 5% on everything each person on their 1st level spends excluding VAT post & packaging.
- J. Tell them that the people their first level introduce will be their second level and they will earn 4 to 8% on everything each person on their 2nd level spends excluding VAT post & packaging.
- K. Tell them that the people their second level introduce will be their third level and they will earn 2 to 12% on everything each person on their 3rd level spends excluding VAT post & packaging.
- L. You will need to tell them that although the products are a bit more expensive than the big supermarkets at present, these prices will drop and become closer to the prices in the large supermarkets in the next year or two.
- M. You need to tell them that although the postage and packaging will be done through the post office and it does cost you a bit more, this will also come down in the next year or two, we will have school kids delivering parcels in the future, so we can reduce the price but give the school kids some pocket money at the same time.
- N. Our product range will also grow larger and larger each month, eventually a customer will be able to order a whole months shopping with us.
- O. Don't forget to tell them that commissions are paid out the month after the purchases were made and that if the total commission they earned is less than R100.00 it will not be transferred until it is more than R100.00.
- P. **What have you got to lose?** you are already purchasing the product, you are only changing your supplier so that you can get **better rewards** than any supermarket can offer.
- Q. **TAX Break, being in your own business will also give you many tax breaks.**
- R. If they are serious and want to sign up, take out one of your order forms and assist them in completing it.
- S. Don't forget to put your Surname and initials in the top left corner of the order form and your NMA's account number in the right hand top corner of the form.
- T. Explain to your new NMA that they will need to make the payment for the products which they are ordering and then need to fax or email the order form and proof of payment through to The GW Corporation t/a New Nation Education.

**We give away up to 25% on the value of groceries
purchased by people in you down line.**

The percentages start increasing as the customer introduces more customers onto his/her 1st level, for every ten active customers on their 1st level they get a higher percentage reward. See table below.

Number of people on your 1st level	Bronze 9 or less	Silver 10 or more	Gold 20 or more	Platinum 30 or more	Diamond 40 or more
Level 1	5%	5%	5%	5%	5%
Level 2	4%	5%	6%	7%	8%
Level 3	2%	3%	5%	8%	12%