

7 STEPS TO SUCCESSFUL SPONSORING



Network Marketing is a very simple business, as with everything in life it takes knowledge, commitment and practice to learn and succeed.

7 Steps to Successful Sponsoring is simply about helping you to get your foundations right, so that you are organised, know what you're doing, understand the standards and actions required so that you can build your business and achieve EVERYTHING you want to. This like every successful business and industry has a proven system. This business manual is designed so that you know what is required for you to be successful. You have a Sponsor/Mentor that will show you what to do and what level of activity is required.

Then it's about your dedication, commitment, motivation and work ethic. You already have what it takes to build this business, now it's about learning how and doing the right things right! Go for it, it's going to better your life that is for sure.

Contents

1. GETTING ORGANISED

2. GOAL SETTING

3. CONTACTING YOUR WARM MARKET

4. LEAD GENERATION

5. PLANNING YOUR BUSINESS

6. LEARNING THE HOW

7. COMMITMENT & FOCUS

1. GETTING ORGANISED

ORDER YOUR PERSONAL DOMAIN NAME

Go to www.1and1domains.co.uk

We recommend you purchase the '.es and the '.com'. Try your full name, first names, join(your name), join(your name) today or something to do with earning extra income, building a new career/lifestyle.

Examples:

www.jaimeandadele.com - www.joinjackie.com - www.joincraigtoday.com

PURCHASE THE FOLLOWING STATIONARY

- A Good Sized Diary (a page a day)
- A Lead Book- Hard Back A4 Book to Keep a list of Leads
- A Presentation Portfolio & Coaching Folder- set up with Your Sponsor.

The Vista Group Spanish Recruitment Website

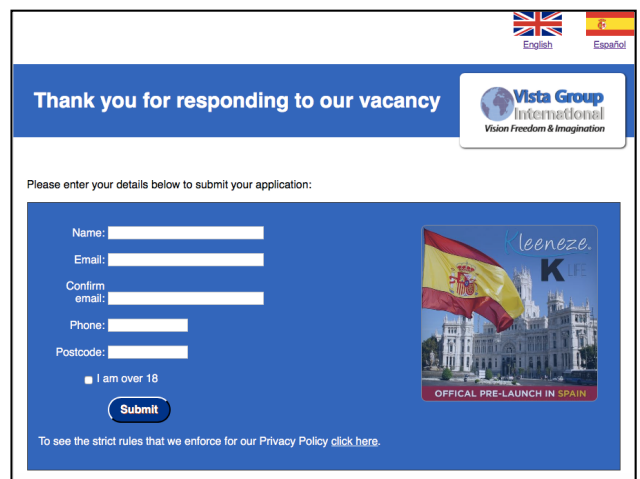
1) First, you need to purchase a domain name (we recommend 1&1 domains)

2) Go to the place where you bought your domain name from, and find 'web forwarding' or the 'destination' section to link your domain name to the website.

3) Link your domain to the Forwarding URL address below and **after the '?' replace with your domain name.**

http://www.freedom-training.co.uk/recruitment/vista_spain?YOUR_DOMAIN_HERE

4) Complete all the fields in the below form and E-mail to: Jaime@freedom-team.co.uk once you have completed steps 1-3:



Thank you for responding to our vacancy

Please enter your details below to submit your application:

Name:

Email:

Confirm email:

Phone:

Postcode:

I am over 18

To see the strict rules that we enforce for our Privacy Policy click [here](#).

Your Name	
Email Address To Send Leads To	
Your Contact Telephone Number	
Forwarding URL Extension (bit after the '?')	

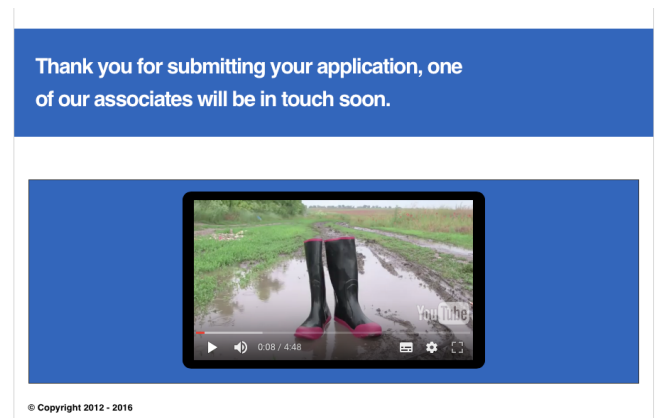
5) We will email you back to confirm the automatic lead forwarding is set up.

6) You must then test your website by filling in the enquiry form on your website with your own details.

- After they have submitted their details, your leads will see this 'Thank You' page which plays the 4 minute video.

- Do not market your website until you have tested it and it is recommended that you check your site regularly to make sure it is working.

- The website picks up the language automatically from the browser but can be changed by clicking the appropriate flag.



ORDER YOUR BUSINESS CARDS

Organise yourself some Professional Business Cards to leave with prospective distributors and promote your opportunity.

Got www.vistaprint.co.uk or source locally. See Example below:



ORDER RECRUITMENT FLYERS/ LEAFLETS

Source locally or consult with your sponsor, examples on the resources website www.vgispainresources.weebly.com

2. GOAL SETTING

What is Goal Setting? Well simply put, it is about getting passionate about your life. It's about turning your dreams, aspirations and ambitions into bite-sized achievable goals. Setting Goals give our lives focus and direction in the way in which we want to go. We all have the ability to learn and achieve anything we want in life from learning a new language to competing in a marathon. When we really have the desire to do something **WE CAN & WE DO**.

Q. So WHY doesn't the average person set goals?

A. Many people don't know what they want—but **THEY KNOW WHAT THEY DON'T WANT!**

Q. Is it because people just don't want to set their sights high in case they are disappointed?

A. Yes, probably or because they have been told by their peers, 'don't build your Hopes up' or 'people like us don't have those things'

Q. Why do children, make lists, have big dreams and say "when I grow up I'm going to"

A. Because no one has stole their dreams yet. It is usually in our early teenage years that the mind battering starts... 'Grow up', 'Who do you think you are', 'You'll never be able to do that', 'You haven't got the Brain', 'Do you realise how many people like us succeed at that'. Etc. etc.

Strike any Cords Yet?

Well in Kleeneze we believe in Freedom. That can be the Freedom to have No Boss.

The Freedom to Choose how long to work. The Freedom to believe in ourselves.

Financial Freedom, and most of all – **The Freedom To Dream Again**

All great people before us Set Goals, had big Dreams, had great Belief in their Dreams and Goals. Likewise all Top Earners in Kleeneze had Goals and Dreams to achieve their income levels. So when you believe that this is the case, you should start setting Goals for yourself. Others will achieve what they want in Life—**WHY NOT YOU?**

Ideas to get you started....

- Where do you want to go?
- What do you want to see?
- What do you want to have?
- What do you want to share?
- Who do you want to help?
- How do you want to live?

Please ensure you watch this FANTASTIC Short Goal Setting Training at:

<http://thevisiongroup.weebly.com/goal-setting.html>

GET EXCITED ABOUT YOUR LIFE & TURNING YOUR DREAMS, ASPIRATIONS & AMBITIONS INTO A REALITY. WE ARE GOING TO SHOW YOU HOW!!

3. CONTACTING YOUR WARM MARKET

LET'S BE BLUNT.... If you want to build a serious business you need people. A few points to understand:

1. People, like you, join this business and now more than ever people are looking. They are looking for a **BETTER WAY**, something different, something where they have no risk, yet have **THE FREEDOM TO TAKE OWNERSHIP OF THEIR LIFE** - just like you and us.
2. Networking is fundamentally about recommending a good idea/opportunity. So Networking is the skill to learn. **HOWEVER**, you already have this skill. At some point in the past you have recommended a restaurant or maybe a movie to a colleague, friend or family member.
3. So we must start with discovering a way to network this outstanding opportunity to everyone you know and don't really know, because quite honestly, if you avoid doing this someone else will, and people you know will join another business - Guaranteed!

FIRSTLY WE HAVE 2 RULES:

- Open Your Mind.
- Never pre-judge anyone - Let them make their own decisions about the business.

NOW LET'S START NOW BY CREATING A LIST BY USING OUR MEMORY JOGGER (this is on the following page). REMEMBER THE GREAT THING ABOUT THIS IS IT IS FREE 😊

AND 3 SIMPLE STEPS:

- Sit down with a pen, paper.
- As they call out each category from The Memory Jogger write down EVERY name that comes into your mind. All you need now is the name, no other details are required. You will quickly realise that names lead to other people too.
- When you've completed this list you can go back through and decide with your sponsor on which is the best way to contact everyone.

Facebook Connections – It is advisable that you private message everyone before someone else does. Use the following:

Hi NAME, I have recently started my own online business and am very excited. I wondered if you would have time for a chat or even have a look at a website for me as I value your opinion? Hope all is well?

NOTE:When they reply- call them and or send to the information site

**MEMORY
JOGGER**
Who are my

	Plasterer	Coal Merchant	Riding Instructor	Who do I know
Relatives	Carpenter	Dry Cleaner	Switchboard Operator	who works for
Friends	Conductor	Off Licence Owner	Housewife	The Council
Neighbours	Osteopath	Restaurateur	Soldier	Gas Board
Co-workers	Engineer	Tyre Stockist		Navy
Business Contacts	Surveyor	Welfare Officer	Who do I know	Coal Board
Friends of the above	Solicitor	Scout Leader	who is a keen	British Telecom
	Gardener	Nursery Nurse	Footballer	Electricity Board
Who is my	Secretary	Music Teacher	Swimmer	Officer RAF
Insurance Agent	Labourer	Garage Mechanic	Jogger	Airlines
Milkman	Architect	Draughtsman	Darts Player	Post Office
Postman	Locksmith	Machine Operator	Chess Player	Army Navy Govt
Dentist	Tobacconist	Mobile Grocer	Motorcyclist	
Doctor	Psychologist	Hotel Manager	CB Enthusiast	Who sold me my
Plumber	Seamstress	Boiler Engineer	Keep Fit Enthusiast	House
Mechanic	Bank Manager	Carpet Layer	Squash Player	Fishing Gear
Vicar	Shop Fitter	Clock Repairer	Dancer	Wedding Ring
Mini Cab Firm	Wine Maker	Wine Merchant	Sailor	Bicycle
Accountant	Car Tuner	School Teacher	Tennis Player	Avon Products
Lawyer	Town Planner	College Lecturer	DIY Enthusiast	Carpet
Window Cleaner	Physicist	Rent Collector	Rock Climber	Car
Decorator	Messenger	Window Cleaner	Flyer	Tyres
MP	Hairdresser	VAT Inspector	Hang Glider	Suit
Vet	Magistrate	Security Guard	Bowler	Shoes
Optician	Shop Repairer	Delivery Service	Angler	Wedding Photos
Chemist	Contractor	Photographer	Golfer	Furniture
Builder	Plant Foreman	Hospital Worker	Runner	Tupperware Products
Odd Job Man	Brick Layer	School Outfitter	Cyclist	Records
TV Repair Man	Civil Servant	Research Engineer	Badminton Player	Stereo
Dustmen	Publican	Gas Engineer	Stamp Collector	Business Cards
	Statistician	Furniture Dealer	Card Player	Boat
Who do I know	Fisherman	Youth Club Leader		Glasses
who is a	Car Hirer	Interior Decorator	Who do I know	Lawn Mower
Nurse	Financier	Grocery Store Owner	who works in a	Insurance
Cook	Dietician	Electrical Engineer	Bakers	Wedding Cake
Midwife	Librarian	Car Body Repairer	Restaurant	Windows

Auditor	Electrician	Carpet Salesman	Bank	
Plumber	Ironmonger	Clothes Salesman	Nursing Home	Who
Student	Pharmacist	Driving Instructor	Sports Centre	Was my Best Man?
Model	Policeman	Funeral Director	Florist	Takes their children to nursery sch.
Baker	Truck Driver	Landscape Gardener	Pub	Is the purchasing agent at my work
Butcher	Bus Driver	Petrol Pump Attendant	Wine Bar	Are our baby sitter's parents
Jeweller	Chauffeur	Kitchen Salesman	Café	Was my Army/Navy/RAF friend
Miner	Estate Agent	Mortgage Broker	Chemists	Is in the PTA at school
Manager	Groundsman	Timber Merchant	Builders Merchants	Is my old boyfriend or girlfriend
Vet	Hi-Fi Dealer	Pilot	Employment Agency	My wife/husband
Tailor	Stockbroker	Air Steward(ess)	Garage	My (former) boss
Fireman	Travel Agent	Bank Cashier	Garden Centre	Are people from my old job(s)
Welder	Dog Breeder	Newspaper Seller	Publishers	Teaches my children
Editor	Crane Operator	Motor Car Dealer	Rental Shop	Was my Matron of Honour
Printer	Lab Technician	Swimming Instructor	Supermarket	Do I go to night-school with
Surgeon	Social Worker	Telephone Engineer	Toy Shop	Are the people we met on holiday
Typist	Office Manager	Hire Shop Worker	Building Society	Was my teacher
Waitress	Removal Man	Guest House Owner	Estate Agency	Belongs to my club
Farmer	Dance Instructor	Investment Advisor	Car Accessory Shop	Belongs to a union
Packer	Actor	Public Relations Officer	Clothes Shop	Do I have lunch with
Musician	Antiques Dealer	Scrap Metal Dealer	DIY Shop	
Nanny	Physiotherapist	Computer Programmer	Insurance Office	
Roofer	Coach Driver	Computer Operator		
Cleaner	Upholsterer	Personnel Officer		

4. LEAD GENERATION

ACTION IS THE CLUE TO ALL SUCCESS!

Understand the numbers and the percentages of how people join our business-

- 43% WARM MARKET
- 26% RECRUITMENT ADVERTISING 'PAPER & ONLINE'
- 31% OTHER ACTIVITIES

HOW TO GO GOLD IN 90 DAYS

- Retail €480 + Every Week
- Generate 20+ Leads Every Week
- Do 10+ Appointments Every Week
- Invite everyone else to The Webinars

ACTIVITY TO GENERATE REQUIRED LEADS

- Write Warm Market List & Follow Contact System
- Free Online Advertising
- Social Media (follow facebook strategy)
- 20+ Shop Adverts per week
- 20+ Frilly Posters Per Week
- Get 250 Business Cards out per week (not by leaving piles in shops etc)

DEALING WITH YOUR LEADS-

RING ALL LEADS using the script below - (3 way Phone calls with Sponsor) Present on the Phone or arrange a 1 to 1 presentation.

After Presentation we ask if they wish to join us, if they are not ready to join, send them to the Information Site and arrange a call back:

www.thevistagroupinternational.es

Call back to discuss joining the team. If they are still unsure then invite them to next Online Webinar. www.view2earn.eu. I would say...

Well NAME to get further understanding you can watch a live presentation from a friend of mine who has been in the business for 15/20 years.

TELEPHONE SCRIPT

Hi is Debbie there please? Hi Debbie it's Craig White from The Vista Group International, you recently responded to our recruitment advertising regarding the part and full time opportunities we available, is it part or full time you're after? Great, are you ok to speak briefly? Ok so what is it you're doing right now?

'DISCOVERY'

Okay Debbie we have a Fantastic Opportunity for the right person. We are a 93 year old 60 Million £ British Home Shopping Company expanding into Spain and looking for honest, hard working individuals that have self motivation and an entrepreneurial spirit to work with us part or full time. How does that sound??

So for the right person Debbie this is a unique opportunity to join the team of a business that will explode throughout Spain. What's great is you have the freedom to be your own boss, working to your times, your ambitions and with the support and training from a team based in Spain.

How does that Sound to you Debbie?

Brilliant-

Okay to get started you have a very small investment of just €35 to the company, this sets up your business, gives you 50 catalogues, the online opportunity and comes with a 30 day money back guarantee. If i send you the website can you register now and we will get you started fast??

5. PLANNING

There is NO Business in the world that has succeeded without planning. Planning eliminates the Chance of Success; it actually takes steps towards guaranteeing it. Sit Down with Your Sponsor and Plan Your Business, using weekly planning charts and a strategy planner. A few tips to focus on:

1. Plan your Retail to ensure this is a Self-Financing Business.
2. Make Sure your plan is detailed and achieves the minimum Standards.
3. Be prepared to make some time trade offs in order to build your business and achieve your goals.
4. Work from a Daily To Do List to ensure you always get the right things done.

6. LEARNING THE HOW

YOUR SPONSOR WILL SHOW YOU HOW AND COACH YOU TO SUCCEED!

As with everything new in life, you must learn new skills to add to the skills you already have, to achieve. We have a simple philosophy... LEARN-ACT-SUCCEED.

Perseverance and practice enable us all to learn and become a professional at anything our heart desires. So learn this business through....

1. Your Sponsor will Show you the way, planning and coaching with you to ensure you are focused and on the right tracks.
2. Plan all Business Events into your Diary and BE COMMITTED TO ATTEND THEM.
3. Read GoPro by Eric Worre. To be a professional we must learn to be a professional.
4. PRACTICE, PRACTICE, PRACTICE & PRACTICE SOME MORE!

THE SPONSORING PROCESS- Starting A New Distributor

1. Send the Registration Invitation from your Kleeneze account.
2. Ideally talk them through the registration or get a commitment from them when they will do it.
3. Unless you still have them on the phone, ring your new team member and welcome them to the team, excite them about starting their own business, achieving their goals and your committed support. While on the phone follow the next steps;
 - Add them as A Friend on Facebook
 - Add Them to our Kleeneze Spain Facebook (ask to watch & contribute)
 - Add the to VistaGroupSpainImageLibrary
 - Add to Your Online Group and a successful upline online in the Group
4. Send Retail Getting Started Guide and start working through to support a successful start.
5. Send 7 Steps to Sponsoring and work through to succeed and get great foundations.
6. Get booked into all local and online events.

7. COMMITMENT & FOCUS

We want to be very honest because this business is very simple, easy to learn and to do. However, it's going to take a COMMITMENT and FOCUS to achieve the following:

- 10-5-2 locally & 20-10-1 nationally. 10 leads, 5 presentations and 2 starts. 20 leads, 10 presentations and 1 start. This is the MINIMUM STANDARD to Build a Business and it MUST be consistent.
- You MUST ATTEND EVERY EVENT - these are a massive PRIORITY. We Learn, Associate, Get Inspired, Energised and Build Relationships for the better of our Team.
- Personal Development. Learning The Industry and How to be as a Leader is Massive. To have more we must FIRST become More!
- Perseverance - everything in life takes consistent effort. Very often our Character can be tested when results are lower than we expect. FOCUS on The Standard of activity, be consistent and we GUARANTEE YOUR RESULTS WILL COME!!
- Leadership - Blaze a trail of activity, fun and achievement. People will want to follow your lead. 'THE SPEED OF THE LEADER IS THE SPEED OF THE TEAM'.