

Getting Started Process Media Gifts for the New IBO

Info Session

Dissatisfied – Manny Winston
At the Highest Level – Mark Nathan
An Educated Perspective – Derrick & Kaprice Tucker

Additional Prospect Audios (Continue giving 1-2 at a time of relatable audios/videos as they listen. These are not in a particular order)

Not all there is to Know – Josh & Wendy Roby
Because You're Family – Brian and Caryn McGrath
World Domination – Mark Nathan
Design Your Life – Kevin & Amelia Schwes
Extreme Freedom - Paul & Morgan Kopecky
I Didn't Want Average – Brian McGrath
Choose Your Hard – Manny & Candice Winston
Level Up – Mark & Meredith Nathan
Pull the Strip Off – Inky Johnson
Ruby Rally Story – Jamie & Nana Guerra
Ruby Rally Story – Tyler & Amanda Sheridan
There's Something Wrong with My Mind – Larry Winters
This Ain't Yo Mama's Amway – Lance Redfield
What is Your Reality – Manny & Candice Winston
Value of This Team – Brian McGrath
Virtual Roundtable: Military (Video)
Virtual Roundtable: Pro Athletes (Video)
Virtual Roundtable: Singles (Video)
Virtual Roundtable: Traditional Business Owners (Video)
Diamond Reflections (Videos)
** Give Additional Success Stories they will relate to

Accessing List

Developing the List – George Goodwin

Volume:

Volume Mindset:

Pump up the Volume – Laura Taylor & Lauren LoBue
Keep the Money in the Family – Matt Grotewold
Volume Dominoes Up – Melissa Duncan, Christie Soanka, Jennette Bremmer
Change Your Day, Change Your Life – Steve & Laurie Fratarcangeli
Maximizing Your Personal Circle, v2 – Paula Woods

Ditto:

Ditto and Duplicate – Laura Taylor

Developing Customers:

The Customer Experience – Tyler Sheridan

Framework to Selling – Robyn Krueger + Panel

Crushing VCS – Derek & Jill Kosek

People Use Stuff – Laurie Fratarcangeli

Creating & Maintaining Customers – Josh & Nikki Fordyce

Growing your Retail Customer Base – Undaunted Ladies Panel

Courses:

OONS + Retail Framework

Maximize Your VCS with CNA

Amway Selling for Beginners

Books: How I raised Myself from Failure to Success in Selling – Frank Bettger

The Referral of a Lifetime – Tim Templeton

Raving Fans – Ken Blanchard

4 Basics

Developing the List – George Goodwin

The Phone Call – Dave Cefaly

QI – Zack Miller

The GSM – Zack Miller

QI Essentials – Allen Adams

Honest Question, Honest Answer – Larry & Pam Winters

Platinum Growth Habits:

Playbook - 9 Core Steps – Jake Baker

Setting Yourself up to Win – Pam Winters

Our Two Treasures – Tim Yokely

Prioritizing Productivity – Larry Winters, Gary Newell, Mayank Gala

The Four Corners of Promotion – Jonathan & Debbie Benjamin

Dumpster Mentality – Larry Winters

Needs x Faith = Motivation – Larry Winters

Working with Upline:

Edification & Growing Your Business – Matt Grotewold

Edification Basics – Matthew Pezzimenti

For the Sponsoring IBO (NOT to give to the new IBO)

Bronze to Platinum Mentality – Maribeth Markiewicz & Jodi Berendes

Attack Fear – Pam Winters

The Blueprint – Larry Winters

One to Four Thousand – Jake & Jackie Baker

A Sudden Advance – West & Martha Poland

Customer Service – Larry & Pam Winters

Selfish or Serving – Joel & Kristin Weinberg

Givers vs. Takers – Dave & Julina Cefaly

The Platinum Example – Stephen Winters

Courses:

Structure – Larry Winters

Leadership – Joe Markiewicz

How to do a GSM/Start a new IBO:

See the Code – Dave & Julina Cefaly

The GSM – Miller (Contained within the Baker 4 Basics Bundle or separately)

Getting a New IBO Started – Greg Francis & Mark Nathan

Working with Upline/Depth:

No Width, No Structure / Understanding Depth – Brandon West & Matthew Pezzimenti

Dancing in Depth – Chase McIlroy & Aaron Rocamontes

There Are Secrets – Larry Winters

Depth & Why – Tidwell, Tu, & Arellano

Depth Basics – Jackie Baker

Sponsoring State of Mind:

Compelling Story / Attitude Adjustment – Andrew & Stephanie Tidwell

Sponsoring State of Mind – Matt Grotewold

Connecting with People – Andrew Tidwell & Blake Kuhn

8 Steps to Momentum – George Goodwin

Kung Fu – Brian McGrath

Practice – Brian McGrath

Proficient at your Craft – Alan Leininger

10 Seconds of Courage – Matt Grotewold

The Bell – Brandon West

100% Pressure Free – Matthew & Eva Pezzimenti

Contacting:

Are You Connecting? – Matt Grotewold

The Burst – Bob Rivers

Get out of the Rut – Robert Routh

Contacting – Greg Francis

Networking is Normal – Derek & Jill Kosek