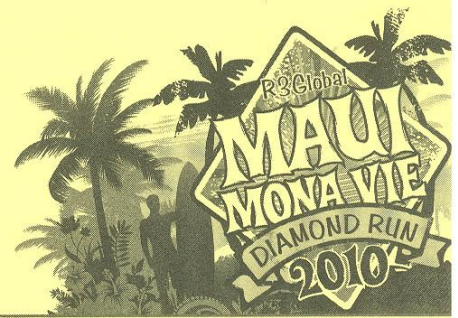


# TPC TRAINING MANUAL

## Section One



**R3Global** is a company that was organized and birthed for the purpose of offering support to a number of distributors looking to be educated and schooled on the premier strategies of how to build, manage and maintain their business.

Experience is the best teacher in life and as long as it is someone else's experience, then it is wisdom. Team R3Global is a group of executive distributors that have decided to pool their valued wisdom for the sake of helping others to achieve any level of success one might desire. This vital and pertinent information that the Diamonds share, is for the expressed purpose of helping you as an individual grow both personally and professionally. We understand, as the person goes and grows, so goes and grows their business.

**R3Global** offers many areas of support:

- **Teaching and Training** on the how and why of building a successful business.
- **Motivation** to keep you encouraged.
- **Inspiration** because as the spirit of man goes, so goes the person.
- **Communication** arena to keep you informed and in touch.
- **Calendar and Events** to provide the infrastructure to assist you in supporting your network of distributors locally, regionally, nationally and internationally.
- **Promotional Items** for both MonaVie and R3Global so that you can make this your business, take ownership and pride to be associated with MonaVie and R3Global, "brand yourself".

The Bible says that you will know a tree by the fruit that it bears. The 300 plus Diamonds and above and the thousands of executive producers that came out of the first few years of the MonaVie business, speaks volume as to the value of a solid and sound total support system.

Choose to plug in, as it is a volunteer system. Success is conditional, you choose it by your actions. Plug in to be nurtured so that you can grow and pass on the knowledge and excitement. Choose to gain the wisdom and understanding made available to you through this incredible source at [www.BrigHart.com](http://www.BrigHart.com) and [www.R3Global.com](http://www.R3Global.com).

Come and join us in this quest to redefine the industry of network marketing. Interactive distribution and relational marketing through the R3Global group is on a mission to assist every individual to achieve the 20/20 vision for success and freedom. Let R3Global help you to determine your destination. Chart your course and follow the M.A.P. to success.

May God richly bless you on your journey!

## MISSION OF R3GLOBAL

Our mission is to be the superior total support system in the relational marketing industry by providing a complete range of **Teaching, Training, Motivation, Inspiration, Communications, Calendar and Events, and Promotional Items.**

## VISION OF R3GLOBAL

Our passion is to influence personal development for prosperity in the 21st Century for each and every one of our customers. We will be a wise steward of all those that are entrusted to us for God's Glory.

**R3Global** will diligently develop and distribute support tools that offer value to the whole person - mentally, physically and spiritually. **Total Support** will be provided by every reasonable means of communications: audible, visual and personal. **R3Global** is dedicated to continuously improving and providing the very best in support tools at a reasonable cost. **R3Global** will be directed by the attitude of servitude to the organization it supports, and is committed to the *highest professional standards.*

## WELCOME

The purpose of the R3Global Support System is to assist every person to become more productive and effective in their efforts in building a successful business. The fantastic growth of the R3Global organization is no accident. From the beginning, Brig and Lita Hart determined to make the Lord God their Senior Partner. In a crisis, the problem is turned over to Him, and He hasn't failed to help them and their organization with the answer. Each support tool, service or product must reflect the integrity of the founders, including our Senior Partner. If sometimes we fail on our end, because we are human, we find it imperative to do our utmost to make it right. Of course, to us, besides being Senior Partner, He is our Heavenly Father; and it's a great blessing to us to have this security in these troubled times. If any of you are troubled or perplexed and look for answers, may we invite you to look to Him, for God loves you.

***"For God so loved the world that He gave His only begotten Son; that whoever believeth in Him should not perish, but have everlasting life!" John 3:16***

## COMMITMENT

In keeping with our principles and strategies, in the United States and abroad, and with the continuous practice of good stewardship in all areas, we encourage our customers and employees to give back to the community and support several charitable organizations nationwide and internationally, including:

Good News Foundation  
New Life Network  
The MORE Project

## INVITE, TASTE, SHARE™

## THE GOLD RUSH PROGRAM

The Gold Rush program has been instituted in order to assist new distributors in setting an attainable 90-day goal that would place them in a desirable position to become a Gold Executive.

Once you understand why it is important to help your people succeed, you are close to discovering the secret to success in this business. When you achieve the level of Gold you have learned how to:

- Build A List
- Identify, Qualify and Influence
- Place Product
- Invite, Taste, Share - I.T.S™ - It's Simple, It's Fun, It's MonaVie!
- Present the Program
- Follow up
- Get Started
- Counsel upline
- Teach the 10 step pattern

You have also, demonstrated the ability to sponsor Star and Star Makers personally as well as the willingness to go to work for those you sponsor to help them build their groups.

### Qualifications for Gold Rush in a 90-day period:

1. Sponsor 10 distributors personally - 5 left and 5 right in the outside positions
2. Help each one of those 10 distributors to go Star – 10 deep in each leg
3. That puts 30 new distributors in your organization

The sign of a good leader is that they are able to duplicate Gold Rush in the organization. You go Gold and then point all your folks in the same direction. Build three Gold groups and you're well on your way to Emerald!

Stay up to date with your people. As you sponsor someone, fill in the circles with their name and phone number. Help them get off to a fast start by encouraging them and working with them so they can become a member of the prestigious Gold Rush!

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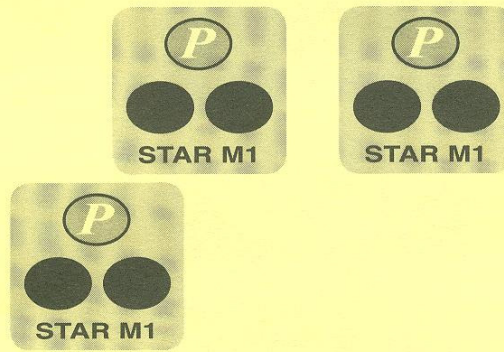
### NOTES:

## 30 DAY GOAL

*Minimum Objective:* Sponsor three personally and help each to go Star

### MINI GOLD RUSH [Star 500+]

**YOU**

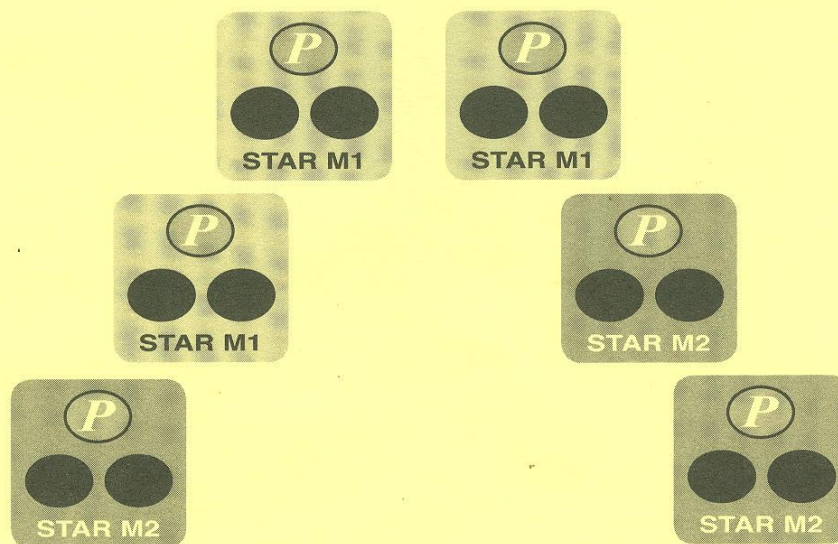


## 60 DAY GOAL

*Minimum Objective:* Do it again! Sponsor three personally and help each of those to sponsor two. Help those two go star and do the same thing.

### MINI GOLD RUSH: 3 STARS L & 3 STARS R [Star 1000 - Bronze]

**YOU**

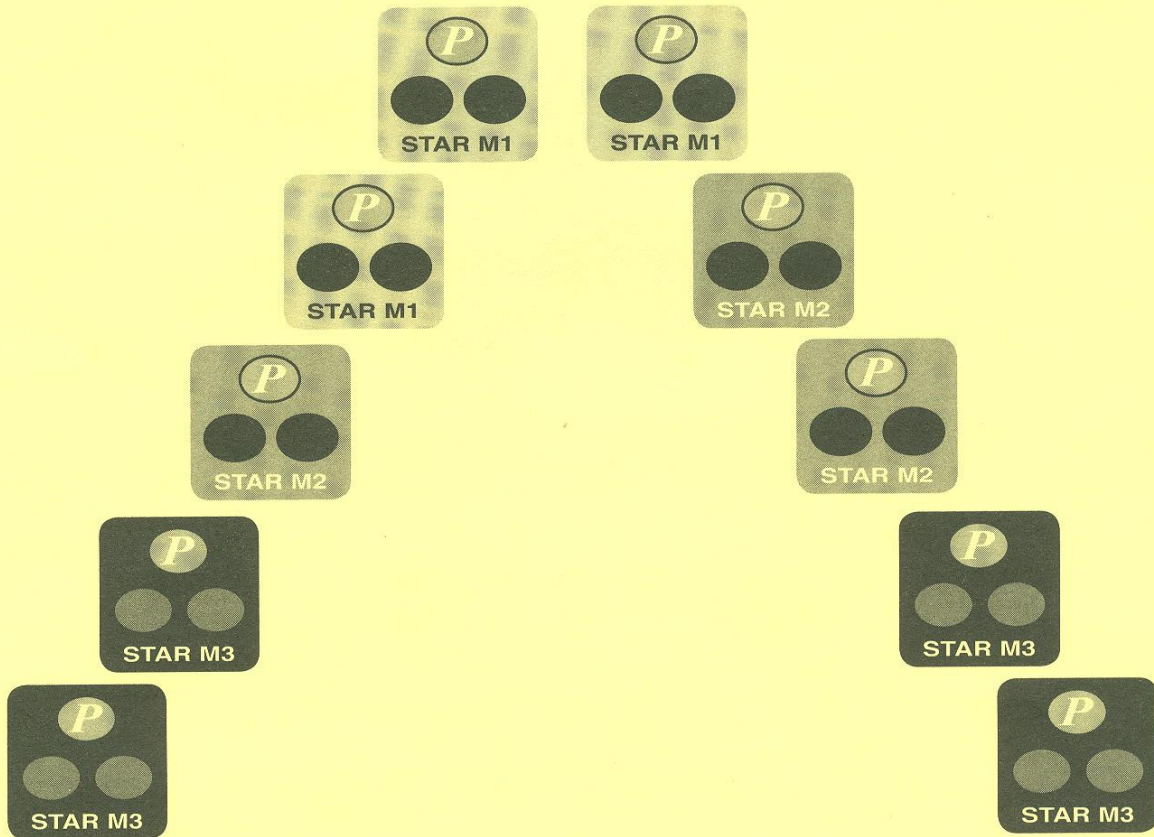


# 90 DAY GOAL

*Minimum Objective:* Do it again. Sponsor four more personally and each of those to sponsor two. Develop them to the Star level and do the same thing!

## THE GOLD RUSH [Silver - Gold]

**YOU**



**NOTES:**

## BUILDING DEPTH

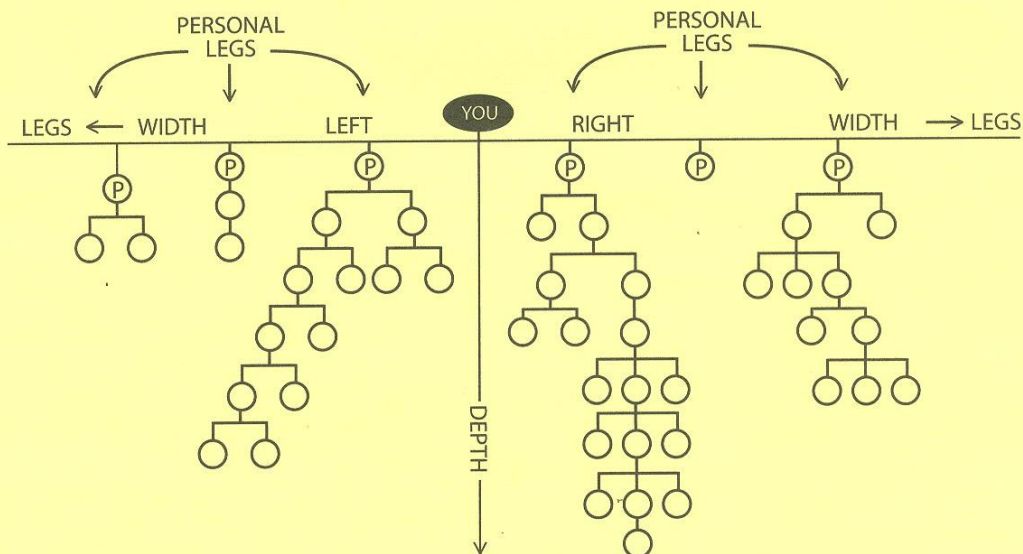
Assume the responsibility of getting your prospects off to a fast start. It is much easier to maintain their interest when they see progress. Give your best effort to promoting the R3Global Support System - 'Read, Listen, and Participate'. It will surely make your job much easier.

It is best to start out your new distributors by assisting them with their first couple of contacts and tasting parties to help acclimate and orient them to the 10 Step Pattern and the system. Teaming up to do contacting and placement of product sessions with them in the beginning is advised. Assist your people in building a list, contacting, visiting some prospects and placing product. Also, it is a good idea to make some of your own phone calls while they are there. Teach by example – *show them don't tell them!*

You are the leader in your group, but you have to be a gentle leader. In the business we lead by example and encouragement. As you get people started, you should help them focus on Star, Star Maker and Gold Rush in two to three months. If they are not interested in moving at that pace, don't chastise them. Love them, be patient with them. Help them establish some more conservative goals that they feel more comfortable with or that fit their objectives. Then look to sponsor someone for them that wants to go Gold Executive in the next few weeks or months.

Help the people you sponsor go Star and Star Maker by assisting those in depth to get started. Assist the one who is most serious in getting his or her business off the ground. By doing this, you are fulfilling your commitment to the prospects you got started by helping someone in their business. You also are making new friends in depth.

As you work in the depth, the groups philosophy is that executives develop out of friendships; friendships that are created in the business. You earn peoples trust and respect as you commit time and energy to their success for no immediate gain. You go to work with the people in your group freely. You provide leadership, encouragement, motivation, direction and counsel at no cost. You treat people in depth who you work with as though you sponsored them yourself.



As you build your personal legs deeper and deeper, you promote the basics of structuring the business to the newest people. You talk to them about: The "process" of 1. Build A List, 2. I.T.S. the prospects on the list (do Tasting Parties), 3. Plug into and follow R3Global System

- Being in the people business
- The List
- Star
- Star Maker
- Getting the product paid for - you need 3-6 personals on AutoShip
- Go-Getter
- Gold Rush
- Diamond Runners Program
- Home Tasting Parties
- Upline Home Tasting Parties
- Open Meetings
- New Distributor Orientation (NDO)
- Business Building Seminars (BBS)
- Next Major Function
- Quality of the product
- And More

As you work down in the depth, initiate a friendship that develops into a working relationship and teach them how to:

- Dream again
- Hope for the best again
- Strive to be better again
- Believe in themselves again
- Build confidence, belief and commitment

When you build depth you:

- Earn trust
- Transmit knowledge
- Stimulate improvement
- Build a relationship - create a friendship

Take them from the first step to the last step. Work with and for your friends. Help them to achieve their personal goals and gain their freedom.

Your ultimate goal as a leader is to develop a 20/20 Business, 20/20 vision in your outside positions. For every three to five deep, a potential leader surfaces. A relationship is established and the responsibilities for developing the depth are now shared. With a leg 15 to 20 deep, you'll have three to four growing leaders (see page 48-49 in the M.A.P.). The volume will also blossom from 10,000 to 20,000 when you have properly sponsored your distributors.

## HOW TO GO GOLD / RUBY EXECUTIVE IN 3-6 MONTHS

Your goal is not to get your people to listen to you. Your goal is to get your people to listen to someone in your upline! Why? Because in the beginning you are excited and filled with all these great new ideas about what you think will work. What you'll need is someone with experience to show you through the proven steps to building it big.

In the beginning, no matter how successful you have been in other endeavours, you need to have someone with experience to teach you. Would you like to rely on a fellow new person's best guess on what they think might work? Or, would you rather receive advice and instruction from a system that represents the consolidated experiences of hundreds of successful people who have learned through years of experience. It's your business! You can build it alone or you can take advantage of the assistance available. It's up to you!

First let's define what we mean by a Gold. When we refer to Gold Executives we are talking about a distributorship that has **50 cases of product in one week in each of your left and right legs**. To be recognized by the corporation for being Gold, all you need is **5,000 GV for 1 week and 3 Star 500 in your group**. However, if you want to qualify every week the best way to reach the Gold executive level is with **75 - 100 active distributors**. Some people do 5,000 GV every once in awhile, but they don't have the numbers in their group to support the volume on a week to week basis. It takes everyone doing a little bit and being enrolled in two to three cases AutoShip.

An active distributor is someone who consumes the product regularly, is on AutoShip, invests in product, places product, merchandises a little or a lot, and develops a network of active distributors who are doing the same. How do you create and keep active distributors? Stay plugged into the R3Global Support System, then educate and motivate your down line to do the same. Activity produces results.

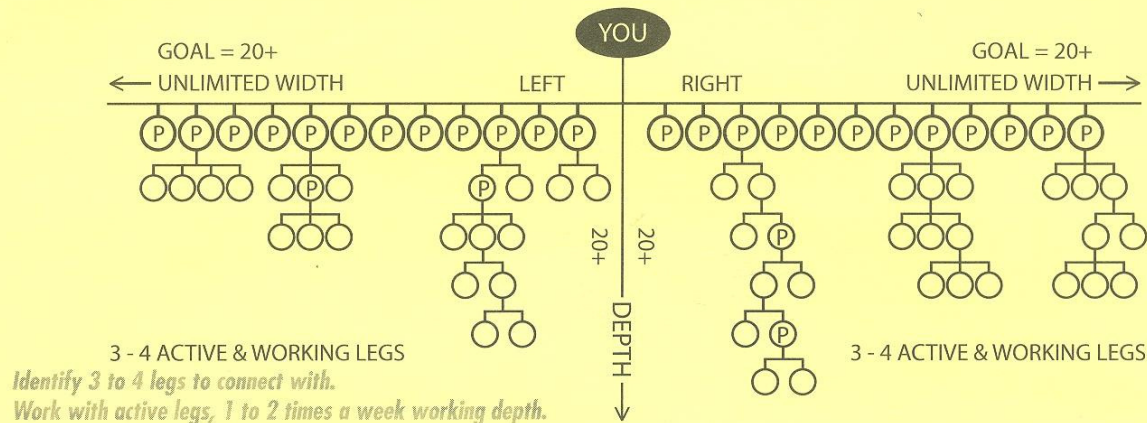
### TWO EASY WAYS TO EDUCATE AND MOTIVATE

1. Through personal contact. You are their private tutor/coach. In this scenario there exist some fundamental limitations. This is where you need to be a strong leader and manage a variety of individuals.
2. Get them to Tasting Parties, Opens, Business Building Seminars and Nuts & Bolts. Plug them into the R3G Support System, R3GlobalVT and encourage membership of learning that is unrestricted in terms of time and location. The R3Global Support System is a digital and mobile network staffed by teachers from every economic, occupational and educational background who will pass on their accumulated years of learning to your organization free of cost to you.

Plug them into the R3G Total Support System that will actually work for you in your absence. A structure that will relate to the distributors in your group that might not relate to you because of cultural, economic, educational or age differentials. A self training course that will stand in your place when you are needed and not available, that will feed future business when you are not able.

**Visit [www.R3GlobalVT.com](http://www.R3GlobalVT.com) and click "sign up" on top right of the navigation bar.**

# UNILEVEL P.E.A.R. VIEW



## 1-A-DAY = 200 DAYS TO DIAMOND

200 DAYS • 200 QUALIFIED PROSPECTS • 200 PLACEMENTS • 200 ITS

THIS CHART DEPICTS YOUR SPONSOR RATE AS: 1 OUT OF 5

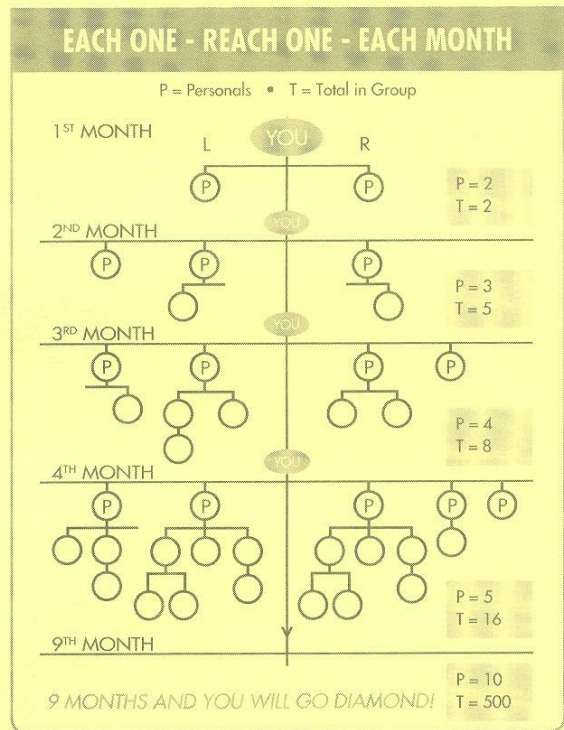
FILL IN THE MONTHS	PERSONALLY SPONSORED L • R					
	MONTHS	DAYS	I.T.S.	ACHIEVEMENT RANK	AVERAGE INCOME	
_____ 1	30	30	3 • 3	STAR 1000	5 - 10K/YR	
_____ 2	60	60	6 • 6	BRONZE	10 - 20K/YR	
_____ 3	90	90	9 • 9	SILVER	20 - 40K/YR	
_____ 4	120	120	12 • 12	GOLD	40 - 80K/YR	
_____ 5	150	150	15 • 15	RUBY	80 - 100K/YR	
_____ 6	180	180	18 • 18	EMERALD	100 - 150K/YR	
_____ 7	200	200	20 • 20	DIAMOND	150K/YR ++++	

**1 PER DAY FOR 200 DAYS = DIAMOND IN 8 MONTHS!**

# EACH ONE - REACH ONE

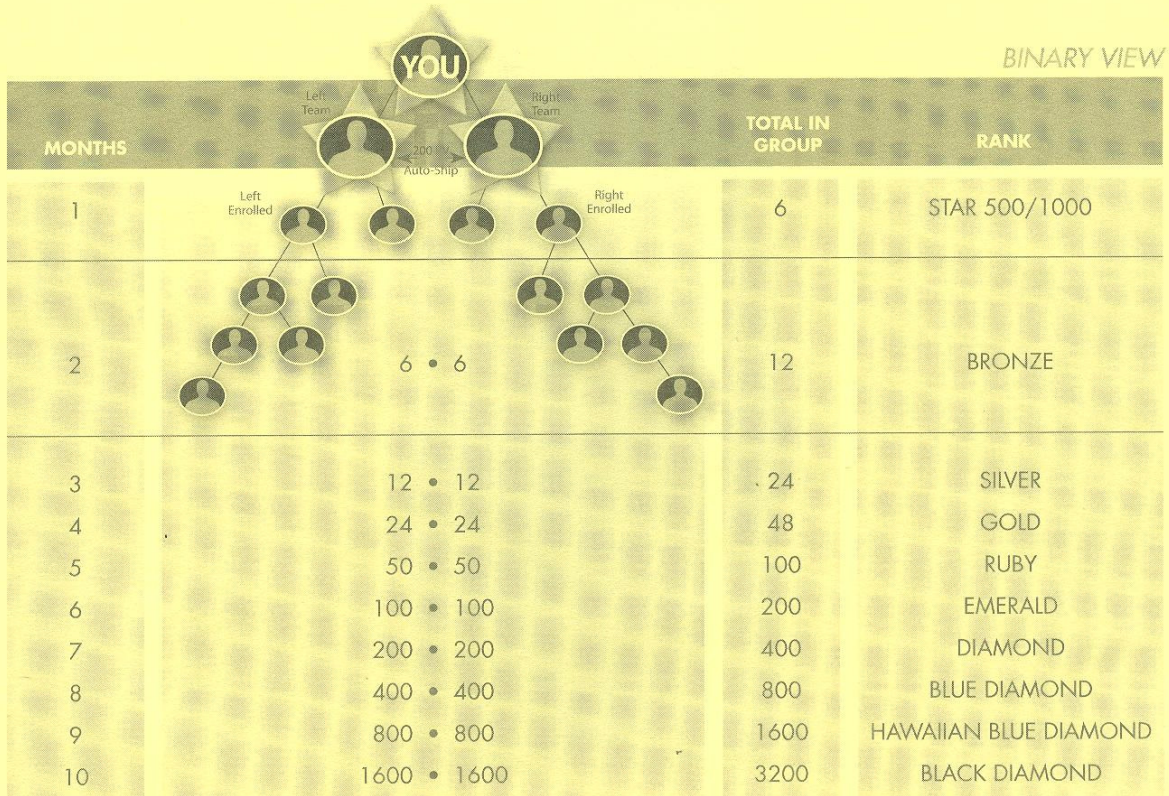
DIAMOND IN 8-10 MONTHS

MONTHS	PERSONALS	TOTAL IN GROUP	ACHIEVEMENT RANK
1	2	2	STAR
2	3	4	STAR 500
3	4	8	STAR 1000
4	5	16	BRONZE
5	6	32	SILVER
6	7	64	GOLD
7	8	125	RUBY
8	9	250	EMERALD
9	10	500	DIAMOND
10	11	1000	BLUE DIAMOND
11	12	2000	HI BLUE DIAMOND
12	13	4000	BLACK DIAMOND



# TEACH TWO TO REACH TWO

DIAMOND IN 6-7 MONTHS



*Congratulations!* – You go Ruby, Emerald and Diamond!