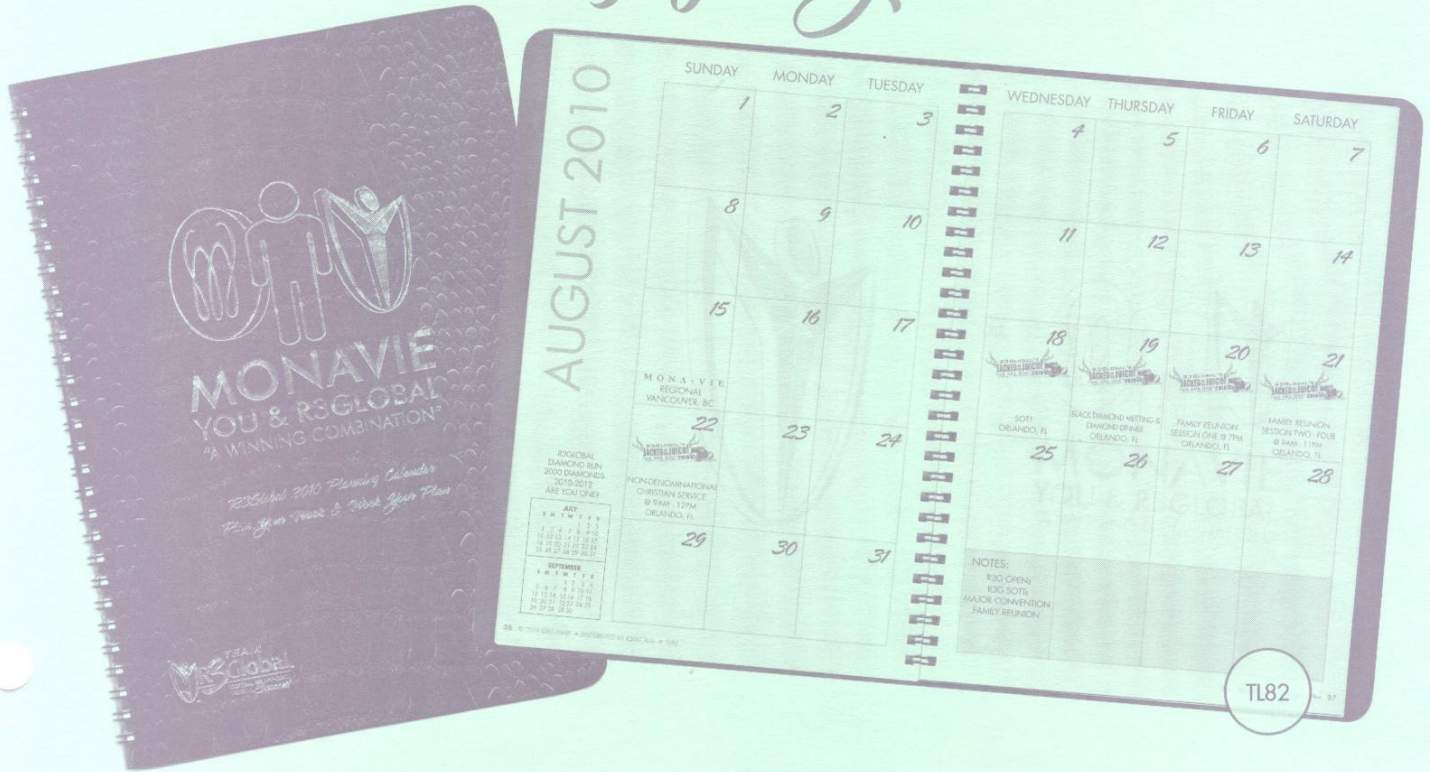


TPC TRAINING MANUAL

Section Two

Wise Planning for Your Success



2010 Infrastructure *A Meeting For Every Purpose!*

JANUARY	FEBRUARY	MARCH	APRIL
OPENS SOTTs NDO/NUTS & BOLTS MAJOR FUNCTION	OPENS SOTTs MINI BBSs	OPENS SOTTs REGIONAL BBSs	OPENS SOTTs
		MAJOR FUNCTION	
MAY	JUNE	JULY	AUGUST
OPENS SOTTs NDO/NUTS & BOLTS	OPENS SOTTs MINI BBSs	OPENS SOTTs REGIONAL BBSs	OPENS SOTTs
		MAJOR FUNCTION	
SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
OPENS SOTTs NDO/NUTS & BOLTS	OPENS SOTTs DREAM DAYS	OPENS SOTTs DREAM DAYS	OPENS SOTTs DREAM DAYS

(FOR SPECIFIC PLACES, DATES AND TIMES PLEASE VISIT WWW.BRIGHART.COM AND VIEW CALENDAR)

SO, HOW DO WE GET DISTRIBUTORS TO DO SOMETHING?

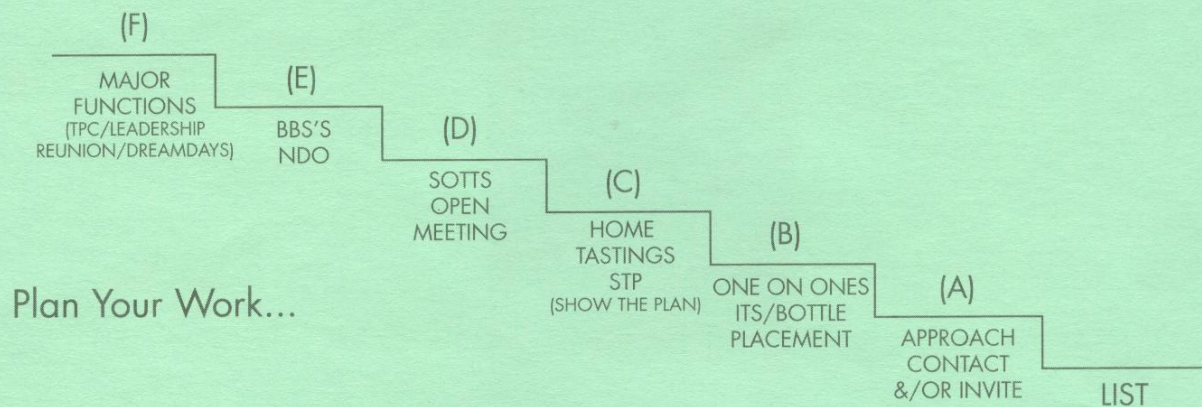
Encourage them to go to Tasting Parties, Opens, BBS Seminars and Major Functions. If your prospects are like our prospects, they won't listen to you but they are much more likely to listen to the unfamiliar experts who are giving the seminar. If you direct them to acquire support items for themselves, they might suspect your motive. If the expert tells them, they will probably be less defensive and see the good sense in the idea. Be the example. You do, they will follow.

PLAN YOUR WORK & WORK YOUR PLAN

FIRST, PLAN YOUR WORK...

Before you can **work your plan** you must first **plan your work**. Prioritizing your time is key so that you are using your time wisely. Planning your calendar with most important events first will actually help you to advance your business in a very systematic way. (F – to – E – to D etc.)

Use this illustration to help assist you in being the most productive with your time and efforts. These are all organized and sanctioned functions by the leaders of R3Global. The specific dates can be accessed by using the *Treasure Chest Quarterly* and calendar at www.BrigHart.com.



HOW TO PRIORITIZE YOUR PLAN FROM F TO A:

These activities are ordered from highest priority to least in the planning process. The higher level function or activity overrides the one below it. Whenever a conflict might arise the higher level activity or function is the wisest and best choice.

Step F: Mark in your calendar the upcoming Major Functions (approximately 3 to 4 a year)

Step E: Business Building Seminars/NDOs/Nuts & Bolts - promoted by your upline Blue and Black Diamonds.

Step D: SOTTs and Open Tasting Parties hosted by your upline Diamonds and R3Global - in your areas. (Refer to the calendar at www.BrigHart.com for dates and locations.)

**If unsure which ones you should attend consult with your upline.*

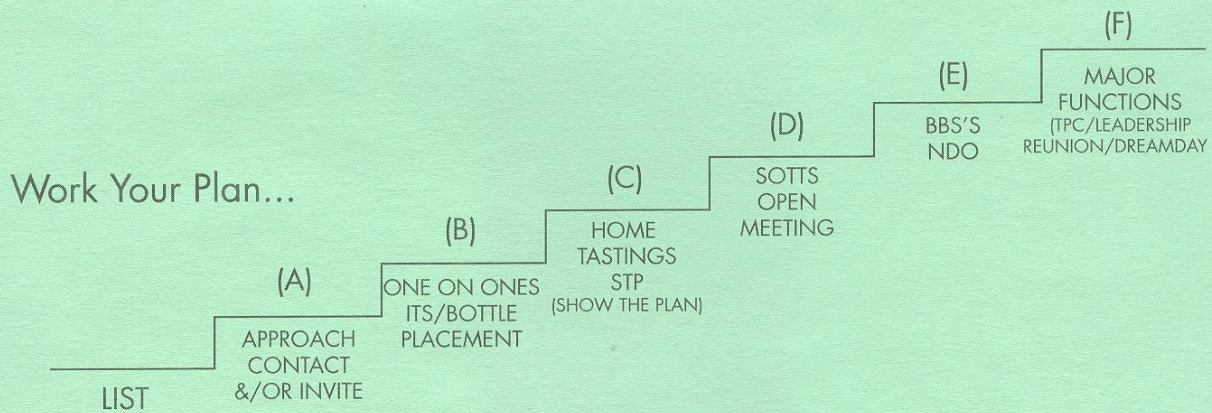
Step C & v: Home Tasting Parties - Now plan your tastings and meetings.

Step A: In between all of these functions continually go to work at approaching and expanding your prospect list.

The Diamonds and above at R3Global have planned the larger functions, BBSs, NDOs/Nuts & Bolts, SOTTs and Open Meetings so that they do not conflict with each other. It is important that you plan your sessions and activities around your uplines sessions. This is the duplicable way to organize, build, manage and maintain a large business. Thanks for doing your part to synergize with the entire R3Global Team!

NOW, WORK YOUR PLAN...

Now you can **work your plan**. Getting started in the business is as simple as following A to B to C etc. It all starts with your list. Begin with those prospects you have a relationship with and move toward your acquaintances. You can add to your list just by living your life. Be attentive and alert to who you are around and keep the list growing and fresh.



HOW TO PRIORITIZE YOUR PLAN FROM A TO F:

Working your plan in this specific order will allow you and your associates to progress and grow.

Step A: Approach and qualify your prospect (are they looking?)

Step B: Invite Taste Share. Share the product, program and the opportunity. One on Ones - Placing bottles and doing a quick overview of the plan. Encourage others to attend a Tasting Party.

Step C: Home Tasting Parties that you host and attend are key to sponsoring and fully engaging your prospects. The reason for a Tasting Party is to host and book other tasting parties for your interested prospects.

Step D: Open Meetings or SOTTs are the next step to having your prospects see the bigger picture and meet and greet the successful upline Diamonds and above. This is also where the next functions are promoted.

Step E: NDOs, Nuts and Bolts, BBSs are where the new and seasoned distributors go to learn the What, Why and How of building their business. This is their most valuable time invested for ongoing education and gaining the wisdom from the experienced leaders in the R3Global System.

Step F: Major Functions - vitally important to the ongoing growth of a distributors business.

Much like an oil change in a car, you will need to be renewed and refreshed at the 3 to 4 Major Functions hosted by R3Global each year. These are imperative for the serious builders to attend and see the big picture where the belief is gained.

Your main objective is to lead your prospects and distributors up the stairs to a better understanding of the total business concept. These are proven guidelines to ordering your activities and efforts so that you can be the most productive with your time and energy invested. Your goal is to do a tasting, bottle drop and lead into a decision to get your prospect engaged in the business. Your goal is to assist your prospect in moving up the stairs from A to D so that in the process they will make a quality decision to get involved and build their own business. At any time in the process they decide to engage, your responsibility is to help them get fully equipped and plugged into the system for full and total support. Remember to lead by example... People will follow if you will lead. When you go and do, they will do the same. Duplication of this pattern and system is key to any business getting a life of its own. Replication is the goal.

TEAMWORK MAKES THE DREAM WORK!

NOTES: