

TPC TRAINING MANUAL

Section Four

Business Building Seminar - BBSs

SATURDAY FEBRUARY 13

Tampa, FL • *Steve and Gina Merritt*
Columbus, OH • *Brig and Lita Hart*

SATURDAY FEBRUARY 20

Teaneck, NJ • *Ron Prudhomme*
Anaheim, CA • *Mick and Vick Karshner*
Toronto, Canada • *Ron and Jan Prpich*

SATURDAY FEBRUARY 27

Kansas City, MO • *Charlie and Debbie Kalb*
Seattle, WA • *Ron and Jan Prpich*
Australia • *Steve and Gina Merritt*

SATURDAY MARCH 6

Dallas, TX • *Brig and Lita Hart*
Minneapolis, MN • *Holly and Corbin Roush*
Malaysia • *Steve and Gina Merritt*

SATURDAY MARCH 20

Atlanta, GA • *Holly and Corbin Roush, Steve and Gina Merritt*

SATURDAY JULY 10

Indianapolis, IN • *Charlie and Debbie Kalb*
Houston, TX • *Steve and Gina Merritt*
Orlando, FL • *Holly and Corbin Roush*
Vancouver, Canada • *David and Falia Ledoux*

SATURDAY JULY 17

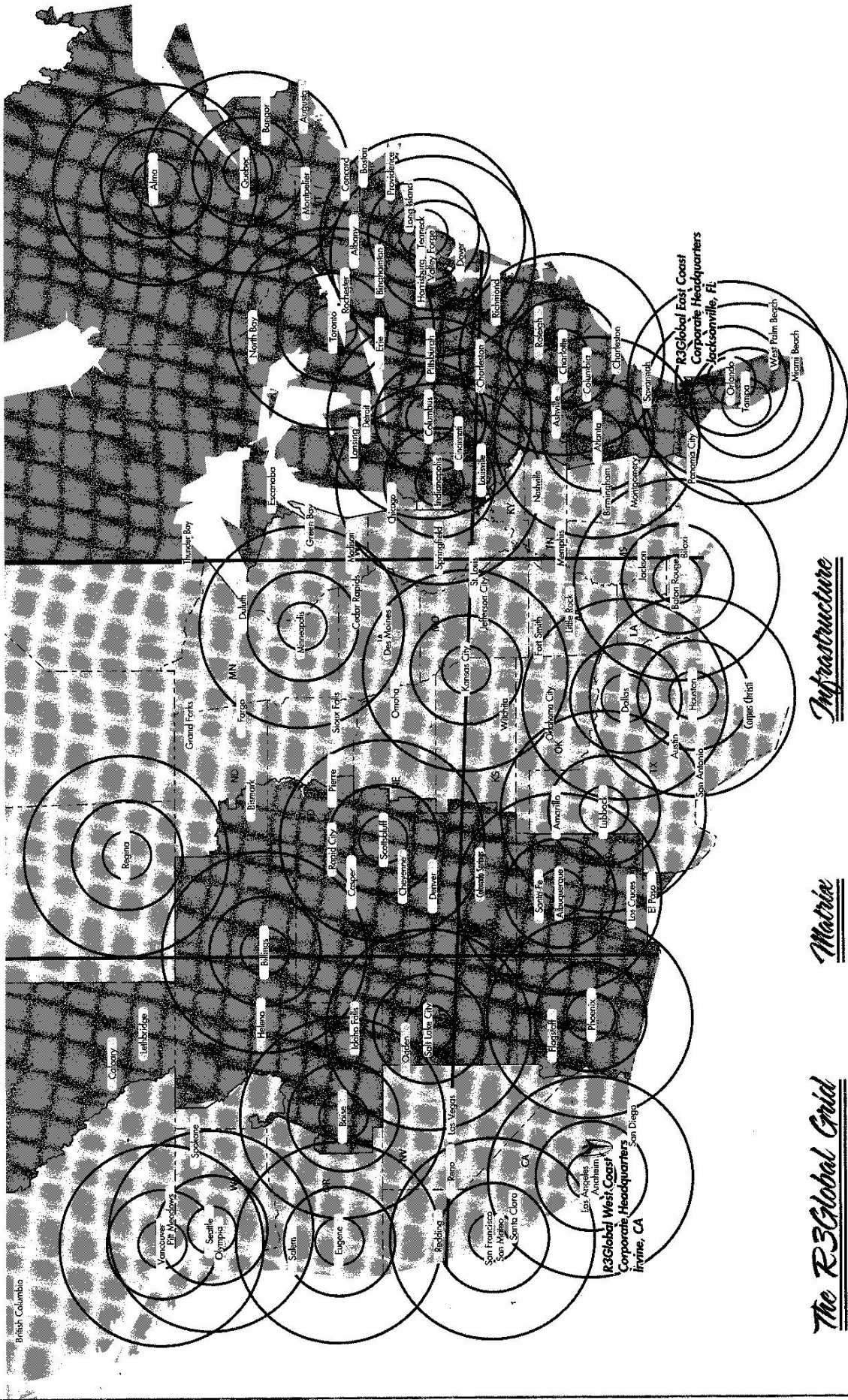
San Francisco, CA • *Brig and Lita Hart*
Charlotte, NC • *Steve and Gina Merritt*

SATURDAY JULY 24

Valley Forge, PA • *Steve and Gina Merritt*
Boise, ID • *Ron Prudhomme*



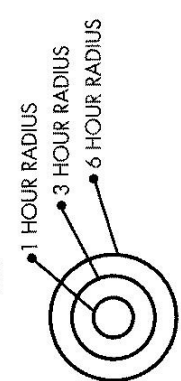
The R3Global Grid



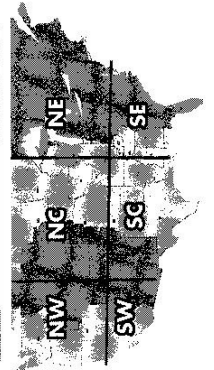
Infrastructure

- 100+ PEOPLE
 - 200+ PEOPLE
 - 100+ PEOPLE
 - 300+ PEOPLE
 - 500+ PEOPLE
 - 2500+ PEOPLE
- OPENS
 - SOTTIS
 - NUTS & BOLTS/NDO
 - MINI BBSs
 - REGIONAL BBSs
 - MAJOR EVENTS

Matrix



The R3Global Grid



TEACHING AND TRAINING SESSIONS/BUSINESS BUILDING SEMINARS

PURPOSE

To expose new people to the Leadership of the R3Global organization (usually Blue/Black Diamond and Above) The keynote speakers will teach the basics of building the business and their personal MonaVie experience.

Mini BBS - Diamond/Blue or Hawaiian Blue - \$30 - \$45
Regional BBS - Black Diamond or Above - \$50 - \$65

Criteria

300+ distributors, 2-3hr radius
500+ distributors, 3-6hr radius

TIME & SCHEDULE GUIDELINES FOR BBSs

Weekend (Saturday Only)
 1PM to 6PM & or 6PM to 11 PM
 (5 Hours)

Time Guidelines			BBS Schedule
1:00 - 1:45	6:00 - 6:45	45 min.	Setup & Gold Executive Meeting
1:30 - 1:45	6:30 - 6:45	15 min.	Product Displays, Support, Promotions - Meet and Greet, Fun and Excitement
1:45 - 2:00	6:45 - 7:00	15 min.	Doors Open to BBS • Music or R3G Videos
2:00 - 2:10	7:00 - 7:10	10 min.	Welcome - Brief Overview & Warm Up by Co-Host - Intro Host
2:10 - 2:15	7:10 - 7:15	5 min.	Prayer & Pledge by Co-Host
2:15 - 2:20	7:15 - 7:20	5 min.	Host Couple - Instructions - Taste table - Shopping - Notes
2:20 - 2:25	7:20 - 7:25	5 min.	Intro Speakers - From: City, State • Pin Level • Names
2:25 - 4:00	7:25 - 9:00	90 min.	Speakers Guidelines for BBS - 1st Session - The "How-To"
4:00 - 4:30	9:00 - 9:30	30 min.	Wrap up - Host, then bring up Executives, Pin Recognition
4:30 - 5:30	9:30 - 10:30	60 min.	Introduce Guest Speaker - 2nd Session - "The Why"
5:30 - 5:45	10:30-10:45	15 min.	Wrap up, Announcements, Promos, God Bless America, quickly meet speaker
5:45 - 6:00	10:45-11:00	15 min.	Pack up Products

- **REGIONALS on SATURDAY ONLY**
- **SOTTs - FRIDAY NIGHT PRIOR - Optional by Royal**
- **If Friday Night SOTT then STORE SET-UP & SECURED FOR SATURDAY**

THANK YOU - TERRIFIC EVENING WINNERS!

SPEAKER GUIDELINES FOR BBS "THE HOW TO" - 1ST SESSION

How to build, manage and maintain your business.

Your purpose is to teach distributors the basics of building the business, the "how to". We also want to assist them in the understanding of being a part of the R3Global Team (their personal line of sponsorship). These are the basics of building, managing and maintaining their business. The following is a rough outline of items that should and need to be covered. Put them in your own words. Our goal is to provide consistent and quality content so that distributors will become both productive and effective in the development of their business.

1. HOW TO FAST START YOUR BUSINESS:

- A. Enrollment and Correct Placement
- B. How to build a Prospect List (M.A.P.)
- C. How to contact your prospects (Web info www.BrigHart.com)
 - 1. Family
 - 2. Friends and acquaintances
 - 3. Work associates
 - 4. Strangers or friends-to-be.
- D. 48 Hour Star Instructions
- E. How to Handle Objections and Dealing with People

2. HOW TO SET UP & INVITE

- A. Info Drop and Product Placement (mini I.T.S.)
- B. Personal Invite, Conference calls or 3-way calls
- C. Visit www.BrigHart.com, click on the Formula for Success link and then watch the six videos.
- D. TCQ Magazines/Ad Packs/1st Night Pack – DVD & Support Literature
- E. Out of town – Review and qualify (3 I's) and/or sponsor
- F. VMS - Virtual Marketing System (Subscribe and use R3GlobalVT)

3. HOW TO PREPARE FOR MEETINGS:

- A. One on Ones – Presentation of Product and Literature
- B. (Bag/Bottle/Book/Dream/Guest Packs)
- C. Home meetings – TV – DVD and Flip Chart
- D. Small group meetings – Morning, Lunch or Evening
- E. Open meetings – Invite to Upline Presentation

4. HOW & WHY OF SHOWING THE PLAN

- A. Introduction – Prepare and establish reason for being there.
- B. I.T.S. Factor – Format for meeting
- C. Your MonaVie Experience – Your Why
- D. The Product and Company
- E. The Industry and Timing
- F. The Compensation Plan
- G. Line of Sponsorship – What to do next to get started
- H. Enroll, equip and book meetings

5. GOAL SETTING - Follow the M.A.P. (Maximum Action Plan)

- A. Enroll – 1st Order - AS – Star and Star Maker
- B. Teach Two to Reach Two & Depth
- C. Go-Getter 15 Plans a Month – 1 minute sponsored - Activity Monthly
- D. One a week, or month – for 1, 2, or 3 years
- E. Gold Rush: 5 Wide – (Stars) 15 in Group both Legs in 30 to 90 Days
- F. 5 – 10 – 15 – 20 Personals – to Diamond and Blue Diamond
- G. Countdown 200 to lay foundation for Diamond
- H. 20/20 Vision for Diamond and Freedom
- I. The In/Out of Town and International Market (think Global)
- J. Consistency in Development (Personally and Business)

6. ATTITUDE

- A. Creating a positive attitude and associations
- B. Overcoming a Negative attitude – Accentuate the Positive & Eliminate the Negative
- C. Use R3GlobalVT and M3 (Monthly Motivational Materials)

7. MOTIVATION OF:

- A. Self
- B. Distributors

8. DUPLICATION OF THE 10 STEP PATTERN:

- | | |
|-----------|----------------------------------|
| STEP I | DEFINE YOUR DREAM |
| STEP II | SET SOME GOALS |
| STEP III | MAKE SOME COMMITMENTS |
| STEP IV | BUILD A LIST |
| STEP V | CONTACT AND INVITE |
| STEP VI | HAVE A MEETING AND SHOW THE PLAN |
| STEP VII | FOLLOW UP AND FOLLOW THROUGH |
| STEP VIII | GET STARTED |
| STEP IX | COUNSEL UPLINE |
| STEP X | DUPLICATE YOURSELF |

9. RESPONSIBILITY OF SPONSOR

- A. Teach
- B. Support – Inform
- C. Motivate – by Succeeding
- D. Promote
- E. Counseling
- F. Keep'em Dreaming

10. RESPONSIBILITY TO YOUR SPONSOR

- A. Listen
- B. Be considerate of their time
- C. Challenges (negatives): go upline – not downline or crossline
- D. Edification (build up upline)
- E. Loyalty/Integrity/Accountability/Trust
- F. Be a part of the Team: Unified effort Team R3Global

11. SUPPORT TOOLS OF THE BUSINESS

- A. Calls/3 way calls/WebCasts/R3Global Conference Calls
- B. Websites/ www.BrigHart.com www.R3Global.com
- C. Upline
- D. Support Meetings – Opens, Nuts & Bolts, BBS, Major Functions
- E. R3Global Support Literature & SL – items
- F. M.A.P. – 10 Step & Calendar
- G. Books, CDs, DVDs, Functions – Field and Corp
- H. R3GlobalVT (R3Global Virtual Training)
 - » M3, VMS, VieComm

12. TO SUCCEED

- A. S3 Marketing
 - 1. Shop from own Services – Use your own products
 - 2. Share products and resources
 - 3. Show the Plan (STP) Go-Getter
- B. Association with Successful people
 - 1. Active, building, plugged in and positive upline
 - 2. Participate and attend meetings
 - a. Upline Opportunity and Nuts and Bolts/NDOs
 - b. Open meetings
 - c. Casual gatherings to develop friendships
- C. Maintain integrity in finances
 - 1. To Sponsor and Upline
 - 2. Never borrow from either – especially group
- D. Plug into 10 Step Pattern
- E. Plug into System for Support –Read, Listen and Participate
- F. Be enthusiastic, positive and involved

13. DREAMS – HOW TO

- A. Large and Small
- B. Tangible and Intangible
- C. Personal and Others
- D. Delayed gratification
- E. Finances
 - 1. 10/10/10/30/40 rule
 - 2. Job pays taxes until free

14. DISEASES OF FAILURE

- A. Pricetitus
- B. Detailitus
- C. Excuseitus
- D. Procrastination
- E. My Group Syndrome
- F. Pride, Ego, Greed, and Doubt

15. STAGES OF BUSINESS

- A. Build: the Creative Stage - Growth...
- B. Manage: will stall any and all growth
- C. Defend: It's not my fault my business is not growing or working (DANGER SIGN!)
- D. Blame: the death of any and all growth...and your business

16. R3GLOBAL TOTAL SUPPORT SYSTEM

- A. Teaching & Training – M.A.P. System
 - B. Motivation
 - C. Inspiration
 - D. Communications
 - E. Events, Calendar & Functions
 - F. Branding/Promotional Items – MonaVie and R3Global
 - G. Line of Sponsorship – Honor and Respect
-

NOTES:

SPEAKER GUIDELINES FOR BBS "THE WHY" - 2ND SESSION

SHARING YOUR MONAVIE AND R3GLOBAL EXPERIENCE - "YOUR" STORY

1. K.I.S.S. - Keep It Super Simple
2. Remember where you were when you started.
3. Who Sponsored you and how!
4. Tell you story, how you got started, your expectations and reality!
5. Tell about the benefits, health, tangible, and non-tangible, from Product
6. Tell about:
 - Tools that helped you get started (M.A.P., CDs, brochures, Start Right Start Now, www.BrigHart.com and www.R3Global.com, R3GlobalVT and VMS, Formula for Success)
 - AutoShip
 - Plugging into the R3Global system
 - Product Experience "No claims, no cures, no mitigation"
 - Your response to the product and opportunity
 - The people who opted out
 - Tell about no shows
 - Tell about first placements
 - Tell about your first phone call and first presentations
 - Tell about your first sale - retail customers
 - Tell about going Start, Star Maker, Star 500, Start 1000
 - Tell about going Bronze, Silver, Gold, Ruby
 - Tell about Ruby Fly in and promotional travels (Hawaii, etc)
 - How you have grown personally from the support system
7. Tell about Business finances you have acquired:
 - Key relationships - old and new
 - Better or improved health
 - Unique growing experiences
 - Financial Benefits
 - Debt reduction
 - Extra Income
 - Travel
 - Tangibles: clothes, autos, home improvements
 - Intangibles: positive options, employment, services to your family, relationship with children, more freedom and time.
 - Gifts to Charities
 - Lifestyle
 - Attitude
 - A Purposed Life - HOPE
 - THE DREAM - The Reason Why

DO NOT CROSS LINE OR COUNSEL OUTSIDE OF PERSONAL TEAM

Once again as a reminder: It is an honor to speak and can be a wonderful experience. Please remember to adhere closely to these guidelines as you have a job to do. **"the group"**, not "my group" mentality tem. All for one and one for all!

BE HUMBLE - BE PROFESSIONAL - BE EXCITED - DUPLICATE AND GROW

HOSTING GUIDELINES FOR SETTING UP & RUNNING BUSINESS BUILDING SEMINARS (BBS)

(BOTH MINI AND REGIONAL GUIDELINES)

DOUBLE CHECK ALL OF THESE! NEVER ASSUME ANYTHING!

1. Call speakers and arrange transportation. Find out if they have any special needs.
2. Make sure BBS information is posted properly - registration and ticket information correct.
3. Event is properly posted with directions.
4. Make sure meeting room has been reserved.
5. Assign couple to decorate speakers' room and to keep all receipts. Keep it simple, one to two pieces of fruit, nuts, chocolate, trail mix, chips. (Make sure fruit basket and decorations do not exceed approved amount.)
6. Assign one couple to host each speaker for the entire function. When two speakers are at a venue, have two hosts, one for each speaker. (Please only one set of hosts for entire time)
7. Present "Hosting Guidelines" sheets to hosting couple(s).
8. Get to know hotel representatives that you will be working with. At all times, when you're working with hotel people, be friendly, cordial, easy to get along with and flexible! We want to leave a good impression everywhere we go! Help us develop an impeccable reputation. *That's our mission, we are all working together to bring about a successful event.
9. Make sure you have a sound man, R3G disc and proper equipment, plus quality CDs for recording.
10. Make sure you or someone that you have designated is bringing money for change, a box/zip bag to keep it in, tickets (two colors) or hand stamp, banners, whiteboards, easel and fresh black/blue markers.
11. Host to make dinner reservations for speakers (prior to or after seminar) *Restaurant should be conveniently located near the function site. Good atmosphere, great food and prompt service should be our standards
12. Make sure you have a list of all future Opens, NDOs & Business Building Seminars and up-coming major functions.
13. *Have tickets and applications (when applicable) available as handouts.
- 14. CHECK CONVENTION ROOM AT LEAST 2 HOURS PRIOR TO FUNCTION FOR THE FOLLOWING:**
 - R3G Tool Tables set up
 - Entry from the back of the room with the stage up front. No side entry, if possible.
 - American flag on stage
 - Stage size is big enough and the stage area is set up properly with draping arranged correctly.
 - Number of chairs and proper arrangement.
 - Temperature of room. Always very cool (68°) before function starts because the people will make it warm.
 - Ice water table & shot table inside, with proper signage.
 - Registration table and chairs set up for the sale & collection of tickets.
 - Table and chair for sound man.
 - Have a private area or seating set aside for the host couple and speakers.
 - Podium for speakers. Check in advance for special requirements.
 - MonaVie and R3G banners, one for entry and two for the stage.
 - Make sure banners are set up followed by the registration and table with function info, BBS, price per person, sign in sheets, no recording.
 - White dry erase maker board, easel, eraser and fresh markers.

NO CHILDREN...

**HAVE FUN, RELAX & ENJOY YOURSELF... IT'S A BLAST ENJOY!
IT'S SIMPLE, IT'S FUN, IT'S MONAVIE!**

R3GLOBAL BASIC HOSTING GUIDELINES

HOSTING WELL IS EASY - HOSTING EXCEPTIONALLY IS BETTER!

Hosting is a great responsibility, honor and a privilege. It gives you the opportunity to think, organize, grow, show loyalty and teach edification and service. As you serve, you'll be served!

1. Clean your car and have trunk space available.
2. Meet speakers at airport (Please be there 10-15 minutes early).
 - Take a flower or balloon. If they are driving in, meet them at the interstate or the hotel lobby with the same.
3. Carry the speakers' luggage or have a skycap or bell man carry it.
 - Never let the speaker carry anything but personal items. (Tip the bellman \$2 per bag)
 - Never allow the speaker to open doors - you do it!
4. Check in at the hotel (pre-check when possible) and know the best route to their room in advance; know where entrances and exits are. Have two room keys ready for them. Check room personally before they arrive.
5. Leave welcome card with your phone number and email for them in case they should need anything else.
6. Call them back 30-45 minutes after you've checked them in to see if they need anything. (Items pressed or special needs, etc.)
7. Do not schedule anything extra for yourself, be available for the speakers.
8. Don't ask them for counseling. Always edify upline, cross line, and them - "No negative"
9. Know their schedule in advance. Let them know when you will be back to pick them up. Be organized!
10. Make our guest speaker feel comfortable. Make sure speaker has everything promoted: Product, NDOs, tools, opens, BBSs, Major Functions. Have information to be promoted in organization, written out, in chronological order - with any particular details.
11. Never leave them alone. Example: Walking to the rest room or sitting back stage.
12. Introduce them to top distributors. Get them around the leaders.
13. Learn to let people talk to them, and the graciously remove them from conversation.
14. Clear time for them before going on stage.
 - Time to pray.
 - Time alone.
 - Time after - interaction - or photos; signing Treasure Chest Quarterly or R3PM.
15. Be prompt at all times.

**HAVE FUN, RELAX & ENJOY YOURSELF... IT'S A BLAST ENJOY!
IT'S SIMPLE, IT'S FUN, IT'S MONAVIE!**

GOLD EXECUTIVES & ABOVE MEETING GUIDELINES

Host: Blue and Black Diamonds

1. Call the meeting to order. Make the meeting fun but business like. Remember, people have worked hard to be included here for the first time.
2. Recognize new executives who are there for their first executive meeting. Have them stand, tell their name, where they are from and their upline Black Diamond.
3. Pass around the executive register for all to sign. Collect tickets and all monies from all executives.
4. Assign someone to write down the names and jobs of the executives assigned to each task.
5. Give out assignments for the front table registration, security, product and tool tables and shot tables at doors, ushers, stage help, back stage help, etc.

ONLY GOLD EXECUTIVES AND ABOVE PRESENT AT THIS PLANNING MEETING, GET ON STAGE AND/OR WORK

6. Host should only speak enthusiastically to the executives covering the following points:
 - Greet all people, no matter whose group they are in, and make them feel at home.
 - Posture.
 - Excitement and participation.
 - Tell people not to get on stage and make speeches during the Pledge/Prayer/Pins or any other assignment. (Get on and get off.)
 - Do not allow children or babies in the auditorium.
 - Edify guest speakers.
 - Tell executives that they are winners and that they can handle situations. Should any arise that they cannot handle counsel with host or co-host.
7. Get with co-hosts and go over what they need to do. (where from, first timers, how far they came, etc.)
8. Announce what time to kick-off and what time to get speakers on stage.
9. Pray with executives and bless meeting.
10. Registration and sign-in ladies, men at doors, tool tables, tasting tables, take your places.
11. Hit the music.
12. Open the doors.
13. Smiles everyone!!!

WHEN YOU LIMIT WHAT YOU THINK YOU CAN DO, YOU REALLY LIMIT WHAT YOU CAN ACCOMPLISH.

R3G BUSINESS BUILDING SEMINAR (BBS) - EXPENSE REPORT

Host Names: _____
 Address: _____
 City: _____
 State: _____
 Zip Code: _____
 Phone: _____
 Voice Mail: _____
 Email: _____
 BBS Location: _____
 Speakers Name: _____
 Date: _____
 BBS Attendance: _____
 BBS Tickets Sold in Advance: _____
 BBS Tickets Sold at the Door: _____
 TOTAL: _____

Accountability is very important. It's at the core of our integrity. These funds are what we as leadership use to promote, build and reward those who are in the business. Please don't overspend. Don't make money decisions without an upline Black Diamonds counsel. These functions build peoples beliefs. We believe in you! Thank you for your support and integrity.

Expenses:

Meeting Room Speaker Fee (when applicable): \$ _____
 Speaker Travel: \$ _____
 Speaker Room: \$ _____
 Speaker Fruit Basket & Room Decorations: \$ _____
 Speaker Gift (when applicable): \$ _____
 Speaker Saturday Meals: \$ _____
 Speaker Sunday Meals (when applicable): \$ _____
 BBS Snacks for Hosts and Co-Hosts: \$ _____
 Equipment Rental/Sound: \$ _____
 Ticket Printing: \$ _____
 Banners: \$ _____
 Misc Expenses (Please list by item): \$ _____
 _____ \$ _____
 _____ \$ _____
 _____ \$ _____
 TOTAL: \$ _____
 Return to R3Global: \$ _____

SEND TO: R3Global Accounting Office, 6767 Phillips Industrial Blvd., Jacksonville, Florida 32256