

GETTING STARTED

You are Not in This Alone

1. Go on the conference call a few more times and get familiar with Shop to Earn. (Live Conference call times are in your Virtual Office under this topic.) Or listen to Joe Locke's pre-recorded version on:
www.24hourtour.net/cashflowforever
2. Listen to the training conference call. Go through the slides again and see if you understand it or if you need to take the training call again. Shop to Earn will present to you how to get started, how to approach others and how to proceed.
Ideas given in this website come from Jan and Van and are in addition to, not to replace, the official Shop to Earn suggestions.
This is a proven system. Please follow directions.
3. Familiarize yourself with your Virtual Office (click on "my account" at the top bar and logon).
Read the Frequently Asked Questions (FAQs)
Read the Commission Rules
- learn the levels of buy-in and advantages of each
Browse through the official Shop To Earn blog to catch the enthusiasm that your colleagues have.
4. Ask some friends to come over and go on the conference call or give them the call times and let them call in themselves. Always follow up immediately after they were on the call to answer any questions or guide them through the sign-up process.
5. Invite more people to go on the conference call. Inviting people to go on a conference call gets easier the more you do it. Please don't pre-judge who will or won't be interested. So far, we have seen that all kinds of different people like this business model!!
Being on the call with people allows you to answer questions that come up. If you can't be with them, know what time they are going to go on the conference call so you can follow up immediately, answer questions and sign them up.
Please know that this is frequently a lot of information for people to assimilate all at once. Going on a second conference call is not that unusual. Let people explore and touch your website so that they

understand this concept. This is not a high-pressure sales pitch. We prefer quality people who are willing and will be successful at this rather than signing up quantities of people.

6. Shop on your website and familiarize yourself with what stores are there, so you can better discuss these points and answer questions.
 - Compare online prices with store prices so you can discuss the advantages of shopping online (usually cheaper)
 - Notice which companies give free shipping or what the break points are for free shipping
 - Notice the percentages back and the large bonuses from Shop to Earth stores

Many people have at least two people by this time and choose to let their business grow itself from here. Please know that waiting is a valid choice.