

2017



TEAM ISI PLAYBOOK



LAUNCHING YOUR BUSINESS

REGISTER

Register your business at Amway.com and order a qualifying product kit.

Register your business at LTDTeam.com.

DOWNLOAD

Visit LTDTeamApps.com from your mobile device.

Download the LTD Media & LTD Messaging apps and take advantage of your free 60-day trial of the Messaging Platform.

ACTIVATE

Create 150 PV through a combination of personal use & customer sales.

Develop a big list of potential IBO & Customer Prospects.

Set up Ditto with upline help

www.TeamISI.com



IRON SHARPENS IRON

WHAT'S MY ROLE?

CREATING VOLUME:

YOU DO	WE DO
Start buying & using products from your own business	Help you decide on which "Retail Options" are the best fit for you
Setup a Ditto Delivery profile w/ products you use regularly	Assist you in establishing your initial customer base and teach you how to follow-up w/ them

DEVELOPING A TEAM:

YOU DO	WE DO
Write down a list of all the people that know who you are. 100 people is a good start (Name, Phone #, Age, Location, Relationship)	We'll help you filter through your list of contacts to see who's interested in earning extra income and help you share the plan with them
Take advantage of a weekly "Phone Team" so that you can learn and become confident talking about your business	Help you follow-up, answer questions your potential teammates may have, and help you get them started properly

EDUCATION:

YOU DO	WE DO
Listen to recommended audios books and get acclimated to the LTD Messaging & Media Platforms	Loan you several audios & books to help kick-start your business education
Attend local info sessions, team meetings, major conferences & other training events	Keep you informed about opportunities to associate with the team



BOOKING A “GRAND OPENING EXPRESS”

1) MAKE THE PHONE CALL:

Ask if they would be willing to support your new business or if they would be interested in checking out some new products that you are marketing.

If they say NO.....NEXT

If they say YES.....

2) IDENTIFY NEEDS OR AREAS OF INTEREST:

Ask which products or product lines that they would be interested in learning more about.

- Home Care: Liquid Organic Cleaner/Legacy of Clean (LOC)
- Organic Vitamins/Supplements (Nutralite)
- Plant-Based Skin Care (Artistry)

3) SCHEDULE THE APPOINTMENT:

Ask when would be a good time to meet.

Give two options: “I can meet you on (Date & Time) or (Date & Time). Which works best for you?”

(Most people will naturally just pick one of the times you offer)

If they are at a distance, book them into a phone call or web conference.

4) ASK THE RIGHT QUESTIONS:

Inquire about products they are currently using and ask what about their likes/dislikes. What would they change or improve if they could?

5) BE PREPARED:

Bring plenty of product samples to the GOX.

Have a few product demos to showcase.

Be sure and leave some catalogs & website info.

6) ASK FOR THE SALE!!!

Don't be timid. We represent some of the best products in the world so be confident and ask for the order.

Assure them that every product has a 180-day Satisfaction Guarantee.



SUGGESTED TOOLS FOR NEW IBOS

Info Session:

- Define Your Success app link & login credentials
- Current Amway Campaign Mini Catalog
- At The Highest Level - Nathan

Getting Started Meeting:

- Baker Bundle 1

2nd BAMFAM:

- Baker Bundle 2

3rd BAMFAM:

- Baker Bundle 3

4th BAMFAM:

- Baker Bundle 4

BAMFAM - Book A Meeting From A Meeting (these should happen every 2-3 days)

You have the option to purchase Business Support Materials (BSM) only if you decide that they will assist you in building a more successful and profitable business. Any LTD purchases are strictly voluntary.



SUGGESTED TOOLS FOR CONTINUED GROWTH

Audios:

- Baker Attitude Bundle
- Our Heritage - Victor (S11-0119-CD)
- Habits For Success - Grotewold (S09-1068-CD)
- Two Paths - Francis (S13-0499-CD)
- Action Changes Everything - Baker (S10-1082-CD)
- Big Dreamers - Grotewold (S11-0121-CD)
- Is PMA In Your DNA? - West (L11-0346-CD)
- Becoming an Entrepreneur - Nathan (S10-1152-CD)
- Play Offense - Francis (L13-0516-AUD) **AUDIO ONLY AT THIS TIME**
- 10 seconds of Courage - Grotewold (S12-0293-CD)
- 21-Day Challenge - McGrath (S12-0467-CD)
- Where are the Scissors? - Baker (S11-0290-CD)
- Inspired by Resistance/Layers of the Business - Poland/Adams (L12-0483-CD)
- Tactical or Strategic Income - Goodwin (S12-0427-CD)
- Growth - Francis (S10-1174-CD)
- Everything Rises & Falls on Sponsoring - Leininger (S13-0526-CD)
- Look at the Scoreboard - Nathan (L12-0294-CD)
- Growth Solves Everything - Grotewold (L11-0148-CD)
- How to Properly Start A Future Diamond - Francis (S13-0511-CD)
- Louisville Attitude - Baker (S12-0434-CD)
- The Power of Edification and Promotion - Adams (L12-0270-CD)
- No Heroes, No Game - Grotewold (L12-0250-CD)
- Goal with a Deadline - McGrath (S12-0337-CD)
- Free Man Walking - Bremer (S13-0503-CD)
- Divorce you Feelings- Francis (S12-0295-CD)
- Words - Snipes (S11-0082-CD)
- The After Party - Angle (S13-0501-CD)
- The Team and Keeping it Special - Kopecky (L13-0552-AUD) **AUDIO ONLY AT THIS TIME**
- Stages of Manhood - Francis (L11-0351-CD)
- The Nature of Your Belief - Baker (S12-0301-CD)
- 6 Guidelines for Continual Growth - Nathan (L10-1128-CD)
- Needs x Faith = Motivation - Winters (S09-1063-CD)
- Your Business Will Never Outgrow Your Self Image - Francis (L11-0227-CD)
- Depth Means Relationships - Winters (S11-0349-CD)
- Working, Speaking, Giving - Francis (L10-1080-CD)
- Take Everyday Captive - Grotewold (S12-0333-CD)

To purchase MP3s in lieu of CDs use the LTD Media App

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IRON SHARPENS IRON

SUGGESTED BOOKS FOR NEW IBOS

- Magic of Thinking Big
- Greatest Miracle In The World
- The Slight Edge
- Bringing Out the Best in People
- Live The Dream: No More Excuses
- The Go-Getter
- How I Raised Myself from Failure to Success in Selling
- How to Win Friends & Influence People
- Hung by the Tongue
- The Master-Key to Riches
- Think & Grow Rich
- Acres of Diamonds

SUGGESTED BOOKS FOR CONTINUED EDUCATION

- The Pursuit
- Dream Giver
- Go For No!
- How to Have Confidence & Power in Dealing with People
- The 10 Critical Laws of Relationships
- An Enemy Called Average
- Change Your Words, Change Your Life
- In a Pit with a Lion on a Snowy Day
- Wild at Heart
- Captivating
- Maximized Manhood
- Battlefield of the Mind
- How Faith Works
- Five Love Languages

Not sure which book to choose? Check with your mentor for a recommendation!

Books are available on www.LTDTeam.com

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IRON SHARPENS IRON

NINE CORE STEPS

1. Show the plan 3-5+ times per week personally
2. Core Volume: 150 PV per person every month
3. Create 50 PV customer volume every month
4. Read 30 minutes daily in a recommended book
5. Listen to a full audio daily
6. Have integrity & be accountable
7. Counsel with the right mentor
8. Attend all LTD events
9. Game plan & effectively communicate

“It was through a consistent commitment to the nine core steps that Jackie & I built a foundation for our financial freedom!”

-Diamond Jake Baker





IRON SHARPENS IRON

LTD “BUNDLE” PACKAGES

BASIC SUBSCRIPTION: \$89.95/mo

This subscription supplies the tools needed to start the business, stay informed, and stay connected. It includes...

- 1) LTD Messaging Platform (iPhone, Android or Desktop compatible)
- 2) LTD Media Platform
- 3) DYS Mobile Platform
- 4) Five (5) Monthly Universal Audio Credits

PREMIUM SUBSCRIPTION: \$149.95/mo

This subscription supplies the tools needed to grow and manage a successful business team. It includes...

- 1) Everything in the BASIC SUBSCRIPTION
- 2) Web Office (Business Reports)
- 3) Seven (7) Monthly Universal Audio Credits
- 4) Premium Audio Playlist
- 5) Reduced Pricing on Audios:
 - Audio for prospect gifts: \$5.00
 - Audio for member gifts: \$8.50
 - Audio for personal use: \$7.50
 - a la carte CDs: \$8.50

VIP SUBSCRIPTION: \$249.95/mo

This subscription is the best value providing all the resources needed to learn, grow, and manage a team. It includes...

- 1) Everything in the BASIC & PREMIUM SUBSCRIPTIONS
- 2) Unlimited Audios
- 3) Unlimited Videos on Demand
- 4) John Maxwell's "Maximize Your Leadership" (Monthly Series)
- 5) Dr. Chet's "Maximize Your Health" (Monthly Series)
- 6) OneSource Tax Management
- 7) Reserved Seating at Major Conferences
- 8) Ten (10) Monthly Universal Audio Credits
- 9) Additional Benefits
- 10) Reduced Pricing on Audios:
 - Audio for prospect gifts: \$4.00
 - Audio for member gifts: \$7.50
 - a la carte CDs: \$7.50

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IRON SHARPENS IRON

FAST TRACK PRO:

- PERSONALLY CREATE CORE VOLUME EACH MONTH
- PERSONALLY REGISTERED ON BASIC, PREMIUM, OR VIP SUBSCRIPTION
- PERSONALLY REGISTERED 6 LEGS (ON BOTH AMWAY & LTD)

1)
2)
3)
4)
5)
6)

- 3 LEGS AND 10 TOTAL TEAM MEMBERS ATTENDING MAJOR CONFERENCES

1)
2)
3)

1)	6)
2)	7)
3)	8)
4)	9)
5)	10)

- 4 IBOSHIPS SUBSCRIBED TO BASIC, PREMIUM, OR VIP SUBSCRIPTION

1) YOU!
2)
3)
4)

- 1500 PV OF TOTAL GROUP VOLUME

IBO SIGNATURE: _____ UPLINE PLATINUM: _____

CONGRATS NEW FAST TRACK PRO!!!



IRON SHARPENS IRON

LEADERSHIP :

- PERSONALLY CREATE CORE VOLUME EACH MONTH
- PERSONALLY REGISTERED ON BASIC, PREMIUM, OR VIP SUBSCRIPTION
- PERSONALLY REGISTERED 12 LEGS (ON BOTH AMWAY & LTD)
VERIFIED BY UPLINE PLATINUM
- 6 LEGS AND 25 TOTAL TEAM MEMBERS ATTENDING MAJOR CONFERENCES

1)
2)
3)
4)
5)
6)

25 TOTAL TEAM MEMBERS
VERIFIED BY UPLINE PLATINUM

- 10 IBOSHIPS SUBSCRIBED TO BASIC, PREMIUM, OR VIP SUBSCRIPTION
VERIFIED BY UPLINE PLATINUM
- 4000 PV OF TOTAL GROUP VOLUME

IBO SIGNATURE: _____ UPLINE PLATINUM: _____

CONGRATS NEW LEADERSHIP MEMBER!!!



IRON SHIP PENS IRON

LEADERSHIP PRO:

- PERSONALLY CREATE CORE VOLUME EACH MONTH
- PERSONALLY REGISTERED ON BASIC, PREMIUM, OR VIP SUBSCRIPTION
- PERSONALLY REGISTERED 18 LEGS (ON BOTH AMWAY & LTD)
VERIFIED BY UPLINE PLATINUM
- 9 LEGS AND 50 TOTAL TEAM MEMBERS ATTENDING MAJOR CONFERENCES

1)
2)
3)
4)
5)
6)
7)
8)
9)

50 TOTAL TEAM MEMBERS
VERIFIED BY UPLINE PLATINUM

- 20 IBOSHIPS SUBSCRIBED TO BASIC, PREMIUM, OR VIP SUBSCRIPTION
VERIFIED BY UPLINE PLATINUM
- 7500 PV OF TOTAL GROUP VOLUME

IBO SIGNATURE: _____ UPLINE PLATINUM: _____

CONGRATS NEW LEADERSHIP PRO MEMBER!!!



IRON SHARPENS IRON

VISION 1 :

- PERSONALLY CREATE CORE VOLUME EACH MONTH
- PERSONALLY REGISTERED ON BASIC, PREMIUM, OR VIP SUBSCRIPTION
- PERSONALLY REGISTERED 24 LEGS (ON BOTH AMWAY & LTD)
VERIFIED BY UPLINE RUBY OR ABOVE
- 12 LEGS AND 100 TOTAL TEAM MEMBERS ATTENDING MAJOR CONFERENCES

12 LEGS VERIFIED BY
UPLINE RUBY OR ABOVE

100 TOTAL TEAM MEMBERS
VERIFIED BY UPLINE RUBY OR ABOVE

- 40 IBOSHIPS SUBSCRIBED TO BASIC, PREMIUM OR VIP SUBSCRIPTION
VERIFIED BY UPLINE RUBY OR ABOVE
- 15,000 PV OF TOTAL GROUP VOLUME

IBO SIGNATURE: _____ UPLINE RUBY: _____

CONGRATS NEW VISION 1 MEMBER!!!