



Strategy #2 Goal: HIT EVP Gold - STAY PLUGGED into the “5 Steps of Enrollment” using “50-15-5.”

- EVP = 2 Personally Sponsored Associates; EVP Gold = 30 Team Associates (Line Max of 12 Associates in 1 Leg)
- Join our Facebook Fan Page: Extra Digit Movement & Facebook Group: Your Upline MUST invite you!
- Opt Into Training: [www: _____](http://www._____)

Download the Cash Flow Manager to you cell phone: (Note - The APP is not in an “App Store.”)

- A) Visit www.mycashflowmgr.com from your cell phone
- B) Click “Mobile Version”
- C) Associates DO NOT pay for the APP. Click “Returning Customer Login”
- D) Enter your myEcon Username and Password (Cap. Sensitive)
- E) Bookmark the site to your mobile Home Screen
- F) Complete Cash Flow Strategist: Login into myEcon/Click “Tools”

1) Prospecting: Listen to Others

- Warm Market: People you know
- Common Market: Associates, FB Friends, Twitter/YouTube Followers
- Cold Market: Strangers
- Use "Grouping" as a technique to put names on your PAR sheet.
- 5 Friends 5 Family Members
- 5 Co-Workers 5 Neighbors
- 5 Church Members
- 5 Friends of Significant Other
- 5 People in the military
- 5 People with a part-time job etc

2A) Pique 50: Ask 1 of 3 Questions

- “Have you ever heard of...”
- The 3-6-9 Financial Transformation
- Income Shifting
- Extra Digit Movement
- Follow Up Phrases
- Looking for Key Leaders -Inv. Income
- Debt Elimination -Cash Flow Success
- Minimize Taxes -Extra Income
- “I don't know, watch the video!”
- Also: Email YouTube Links/Clips**
- 2B) Pass 15: They “highly recommend:”
- 1) www.ExtraDigitMovement.com (V1)
- 2) Buzz Call 641-715-3371 Pin 439849# Ref.Num458 or Ref.Num461
- 3) “Expert”

Note: Before you pass the prospect to the “Expert,” you **MUST EDIFY!!** To Edify means to speak highly about another qualified person who has more information.

“I want to introduce you to my mentor, business partner who can answer your questions better than I can...”

This person:

- Knows 100% of the facts
- Is in position to make tons of money
- Has helped tons of people succeed
- Has been trained by the best of the best

“Let me see if he/she has 3-4 minutes to speak with you and I will call you back with 2 timeslots.”

Note: NEVER call the Expert with the prospect already on the phone!! NEVER interrupt the Expert during the call.

3) Present: Host your Strategy Session (Sponsor 5)

-Your Upline/Another Associate will invite at least 15 prospects to your Strategy Session/Cash Flow Calls!!

You will now:

- Acquire Customers and Volume
- Earn immediate bonuses (\$25s - \$50s - \$100s)
- Sponsor 5 new Associates

PLEASE DO NOT:

- Host a Strategy Session/PBR outside of your home
- Mention “No-Shows” or allow negative conversations
- Serve any food or set up any chairs
- Close your own guests (Intro them to another associate)
- Allow any moments of silence before or after the event
- Forget to promote the next Conf. Call, Webinar, Event

4) Plug (Training) & 5) Promote

- Have 5-10 prospects on the very next Conference Call/Webinar.
- Host your 1st Strategy Session
- Goal: Hit EVP Gold

- Have I adjusted my W4? Am I eliminating debt?
- Am I lowering my expenses? Am I starting to invest?
- Am I keeping records? Have I watched “The Power of 3?”
- Have I completed my Cash Flow Strategist?
- Am I documenting prospects my “50-15-5” form?