

Training Manual Discussion Guide

Use this worksheet as a guide for conversation and training on the training manual.

Directory:

Fill out your upline contacts. []

What do you do in the case where your upline does not have an answer for your question (troubleshooting/website issues)?

Fast Start Program:

Don't be afraid to bring on a friend to start this business as well. Remember, that your upline and team leader will help and train both of you. Going through the start process with someone else starting off can help because you can help each other with questions and struggles you may be having.

1) Who do you know that could benefit from starting a business as a Freedom Fighter?

2) What are the dates you will need to meet your 3 Fast Start Goals?

30 days _____ 60 days _____ 90 days _____

3) What are you hoping to purchase with your earned Better Way Bucks?

Getting Started:

Check off the tasks you have already accomplish and continue to check off as you complete

Note: The way you start is SO important to the longevity of your business. Start strong to LAUNCH your business.

When thinking about who to invite to host with you or to share your excitement about starting, make a list of 100 Names using this mnemonic tool (see appendix A for contact list):

F = Friends

R = Relatives

A = Acquaintances

N = Neighbors

K = Kid's connection

I = Internet friends

Find at least 5 people for each category and then mix and match to add secondary contacts (ie, a neighbor's friend etc)

When is your monthly team meeting? _____

What are some resources your upline recommends for learning opportunities?

When are the next two company hosted events?

- 1) _____
- 2) _____

Goals:

Please fill this sheet out before your training and go over with your upline. Keep in mind, what do you want this business to do for you? Do you have a goal financially that would help you achieve goals or give you freedom?

Why & How:

What is your WHY?

How? We are not a charity, not an ethical business (which is MORE sustainable). Discuss with your mentor how to address the question "How much goes back to the women?"

Sample Policy:

Ask your upline to explain the unique SAMPLE process.

Selling Tips:

What is the current monthly special? Where do you find the special graphics/pdf?

What are some ideas for ways you can challenge your host? Discuss with your upline about challenges they have and do offer?

Ask your upline for examples of how they apply these tips? What are THREE tips you will apply in your business?

- 1) _____
- 2) _____
- 3) _____

Best Practices (Read this page in its entirety and make notes and questions)

Write down Line SIX under the "FOR YOUR PARTIES" heading. Write it down:

Ask your upline to give you some information about the products in your start kit []

Successful Business Practices

Use these two pages as a training checklist, revisit these pages frequently.

In your presentation, do not be afraid to share about the business opportunity. If you decided it was going to help you, don't you think this could help someone else too? Share your "Why" when you present!

Calendar control: Please do not miss this, grab your planner and start filling it out!

**Do not wait until your calendar is empty to ask for bookings. Assess your next month between the 7-15th of the month and if it is not where you want it, go to your List of 100 Names to supplement.

Ask your upline what they are doing to utilize Social Media in their business:

MEETINGS and CONFERENCES: Make them a priority! They are crucial to staying encouraged and moving forward in your business.

Tip: Save money aside each month to budget for conferences (travel, food, registration, sale items etc)

Subscriptions:

Ask your upline to go over the THREE different subscriptions we offer.

- 1) _____
- 2) _____
- 3) _____

Exchange form:

Have your upline show you where to process returns in the backoffice and where to find the step-by-step process in Company Files. Go over each of the scenarios and the window of returns

Broken: _____

Does not like: _____

Wrong item: _____

Booking Basics:

Why host?

Hosts can become your cheerleaders, as you give them a tangible way to measure the IMPACT they create through their party! Total the hours of IMPACT by looking in ORDER HISTORY and let them know the HOURS of work their party created!

Ask your upline their top THREE tips to get BOOKINGS:

- 1) _____
- 2) _____
- 3) _____

Ask your Upline what they give as a booking gift _____

ASK every person who orders if they want to host a party with you! You don't ask, you will miss the "YES!"

In-person, ask when they check out with you, "Were you able to get everything on your Wishlist today? Would you be interested in hosting with me to continue the IMPACT and earn more at a discount?"

Online, message personally EVERYONE who places an order to thank them for their order and ask if they would be interested in hosting or learning more about the business opportunity. "Hi _____! This is _____ with (host's) party 😊 Thank you so much for your order, creating _____ hours of future, dignified work! Would you be interested in hosting a party with me to continue the impact and earn some more of your wishlist items free and discounted or learning more about the business opportunity as a Freedom Fighter?"

SET A DATE! When someone says they want to book, do not leave with out getting a date set! The system requires a date to credit your host with the booking.

COACH YOUR HOST! You are the expert, help your host have success and feel like hosting was easy, then your host will help you get more bookings!

Hostess Rewards:

Read this and work to memorize the rewards program, so you can tell people one of the perks of hosting!

Host Shopping List/Information etc:

Ask your upline where they can find these documents to print

Host Coaching:

Ask your upline for examples of what they use to coach their hosts.

What is the BEST way hosts should invite people to create higher attendance and more engaged guests?
(See Section 2)

Online Host Coaching:

Why is your host's interaction crucial? What can YOU do to help them be a successful party host?

Consider Multi-host parties. You can create MORE IMPACT with the collective purchasing power with multiple hosts in one Facebook party!

See Appendix B: Online Host Daily Task Example

What questions do you have about the logistics of coaching for in-person and online parties?

Loving what you do/Recruiting:

What is your “Why?” List the TOP 3 reasons you are excited to be a Freedom Fighter:

- 1) _____
- 2) _____
- 3) _____

Be sure to share your “Why” at all your parties!

Recruiting Process:

Who does the training when someone wants to enroll under you as a Freedom Fighter?

What is the benefit of a new Freedom Fighter getting 8 bookings scheduled for their first 45 days?

Presentation:

Presentation-on a separate sheet of paper, jot down your sample presentation outline as a bulleted list. Share with your mentor and ask for additional tips! Make sure to keep in mind the TIPS on the Successful Business Practices page.

What are our THREE certifications? What is the significance of each? Discuss with your upline.

- 1) _____
- 2) _____
- 3) _____

What are the 4 B’s?

- 1) _____
- 2) _____
- 3) _____
- 4) _____

Compensation Plans:

What is your commission percentage as a starting Freedom Fighter? _____

Discuss what you get commission on with your upline:

Do you want to promote in the future? Discuss your desires with your upline.

Ethical Standards:

Read about our certifications. Go to their websites and learn more information

Fair Trade Federation: <https://www.fairtradefederation.org/what-is-fair-trade/>

B Corporation: <https://www.bcorporation.net/en-us/certification>

Freedom Business Alliance: <https://www.freedombusinessalliance.com/learn/>

Build:

Discuss WHY we want to Build and HOW?

How YOU can make this a successful event (5 Day Party):

Starting one week before the party:

1-Personally message your friends to ask if they would like an invite to the party group. You can also post on your Facebook wall to try to cover those you have not thought to message, but it is not enough to only post on your wall.

2-Check out the catalog and start your WISHLIST! Think of five people you want to ask to book a party off yours (asking 5 will make you more likely to get the 2 required off for the 75% off items)

Day Group Opens (Pre-party day 1): Invite those to the group who said they wanted to attend

Pre-party day 2: Post a welcome message in the party and let your friends know why you are hosting and what you have as a goal for the party (ex: 40-80 hours of work, \$500 in sales, 2 bookings would be a really great and attainable goal).

Party Days 1-5: Comment on all the informational and interactive posts. When you comment, you encourage your friends to participate, and it is favored in the Facebook algorithm. Even if you are just coming onto the group once or twice each day, go through and comment and it will make a HUGE difference!

Day 1: Send out a personal message to those in the party group to remind them of the LIVE presentation on Day 2.

Day 2 (LIVE presentation day):

1-Post pictures of your favorite BWD items you have and/or want to earn with your rewards

2-Attend the LIVE presentation. If you personally have 10+ people join, I will send you a SPECIAL GIFT!

Day 3: Message your friends to thank them for joining the party and remind them that (Day 5) is the last day to order and ask if they would like you to forward to them the link to shop. If you haven't already, ask your five people about if they would want to try hosting.

Day 4/Day 5: Touch base just with those who said they planned to order who have not yet. Finish your wishlist and plan for your host reward redemption.

Post Party: Submit host order to Freedom Fighter. Let your Freedom Fighter know if you would like to host again in the next 6-12 months! Ask when the new catalog is coming out!