

# e-Z Summary

## 10 Simple Steps to “Getting Your Business Started”

By Sean Cunningham

1. Identify where you see yourself fitting into the business. You can choose your level of involvement by using the 4 Categories Sheet. It's duplicatable, simple, easy to teach, and any brand new IBO can use it.
2. Order your website technology toolset (optional).
3. Place your personal order and complete the Automatic Monthly Shipment Agreement.
4. Complete your Goals Sheet and Prospect List.
5. Schedule a time to meet with your sponsor for a Strategy Session.  
**Date:**\_\_\_\_\_ **Time:**\_\_\_\_\_ **Location:**\_\_\_\_\_
6. During the Strategy Session with your sponsor, complete the following items:
  - a) Review your Goals & Prospect List.
  - b) Place your order for additional products to satisfy your business goals.
  - c) Review the Compensation Plan Handout and questions related to making money.
  - d) Review the Baseball Diamond to identify your correct business building activities.
  - e) Review the local Calendar of Events and obtain invitations for the next Business/Product Event.
7. Have your sponsor introduce you to an upline team member by using a three-way phone call.
8. Place an order for your necessary Sales Tools.  
(Tapes, Videos, Brochures, CD's, Business Cards etc.)
9. Sign up with Virtual Voice and introduce yourself to key upline members.
10. Take Action: Begin to Invite Prospects and Build for the Next Event!

\* Refer to your e-Z Start Training Manual for more details.

**Pursue your Goals to completion with Passion!**