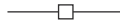




GETTING STARTED *Guide*

SETTING THE TONE

The most valuable asset in your business is you, and it is important to know what motivates you.



WHY DID YOU JOIN PMB?

WHAT INSPIRED YOU TO GET STARTED?

WHAT IS YOUR DESIRED LEVEL OF CASH FLOW?

Select One

- 1. Pay off bills and eliminate debt*
- 2. Supplement income to enhance lifestyle*
- 3. Create wealth and financial freedom*

**LIST 5 THINGS YOU WOULD LOVE TO DO, HAVE
OR BECOME IF MONEY WAS NOT AN ISSUE:**

1.

2.

3.

4.

5.

**WHAT ARE YOUR CURRENT OPTIONS FOR IN-
CREASING YOUR MONTHLY CASH FLOW?**

**WHY ARE YOU CHOOSING TO BUILD A
BUSINESS WITH PMB?**

1. ACCESSING YOUR BACK OFFICE

First things first, whether you are just getting started or you are signing up a new affiliate, it's important to record your username and password! The username you selected during the enrollment process is also the name of your replicated website: <http://www.username.primemybody.com>. Your username can be changed at any time in the Account Settings of your [Back Office](#).

USERNAME:

PASSWORD:

2. AFFILIATE ACTIVE STATUS

In order to be considered an Active Affiliate, you and/or your customers must purchase on a monthly basis at least USD\$100.00 worth of product that generates volume. This Active requirement can be met two ways - 1) by purchasing \$100 worth of product directly from your Back Office - product order, product package order or Auto-Delivery, or 2) - through your replicated website via customer(s) purchasing \$100 worth of product(s).

3. DOWNLOAD THE PRIMEMYBODY APP

The PrimeMyBody mobile app gives you business management and business leadership tools in the palm of your hands — helping you run your business & to continuously stay informed on everything happening in PMB!

The App gives you instant access to your Back Office, upcoming Affiliate events, training, in addition to having some incredible prospecting tools to help you deliver the PMB message. For more information on the app, visit the PrimeMyBody App Training in the HQ section of your Back Office.

The PrimeMyBody App is available for both Apple and Android devices; after downloading the app onto your smartphone device, you will need to use your PMB Affiliate username/password to gain access to the app contents.



PLUGGING IN

Please refer to the [Getting Started Training](#), which can be found in the HQ section of your Back Office or through the PrimeMyBody app. Each topic inside this section is followed up with a video featuring one of our field's top leaders!

1. MONDAY LEADERSHIP CALL

Join our field's top leaders from around the country as they come together to share their love for PMB and what is working in their business! Also, hear the newest Affiliate Promotions & announcements, in addition to all of the amazing things happening at PMB! This is a very powerful weekly call that will give you the foresight and knowledge to build a successful business -- and don't forget to have ALL of your team plugging into this weekly call!

Every Monday, 8PM CST • Dial: 712-432-4604 • Pin: 77463

2. WEDNESDAY OVERVIEW ZOOM

Our weekly Zoom was designed for our Affiliate's guests and prospects! Led by our field's top leadership, these Zooms last approximately 15-20 minutes, and they deliver some incredible information regarding our amazing products & Opportunity.

Every Wednesday, 8PM CST • <https://zoom.us/j/684998270>

3. SATURDAY TRAININGS

Whether you have been in PMB for one day or one year, our Saturday Training Calls are weekly trainings that will assist and educate you as you build your business! These calls are led by our field's top leadership, in addition to members of the PMB Management Team. Be sure you and your team plug into these calls, as they are designed to help you grow your organization!

New Affiliate Zoom, 11AM CST • <https://zoom.us/j/645790689>

Affiliate Training Call, 12PM CST • Dial: 712-432-4604 • Pin: 77463

4. LOCAL MEETINGS & TRAININGS

New Overview Meetings and trainings are added on a regular basis in the [Events](#) page on the HQ page in your Back Office and in the PrimeMyBody App. These meetings are held all over the country; to locate events nearest you or to someone you know, log into your PMB mobile app or your Back Office for more information.

5. IDENTIFY YOUR LEADERS

Maintaining an established line of communication with your sponsor and/or upline is an essential component for growth within your business. Take time to meet and get to know your upline, as their experience will help to navigate and guide you throughout your PMB journey.

Sponsor:	Phone:
Upline Leader:	Phone:
Upline Leader:	Phone:
Upline Leader:	Phone:

Tip: Each of our weekly conference calls are recorded! If you miss a call or would like hear a call again, you can find recordings of the most recent calls in HQ section, under [Recorded Calls](#). For convenience, these calls can be shared with your prospects and team members. Enjoy!

YOUR FOUNDATION

Inspiration helps to ignite business! What inspires you most about PMB? Which product do you enjoy using the most? As you begin to share our company with friends and family, remember to keep it simple. As you begin to tell your story, it is great to share how you found PMB or how PMB found you, and how it impacted your life!

1. CREATING A LIST

On a separate piece of paper, list your top 100 people that could benefit from using our product or that you would like to partner with as an Affiliate! Your phonebook or social media profile is a great way to get this list started. You also might want to check out our [Memory Jogger](#) to spark some ideas of people to add to your list!

2. EXPOSING PMB

Sharing your story is an essential component of building any business. To assist you in sharing your story, we have provided some PMB “hot buttons.” Using these “hot buttons” when sharing your PMB experience/testimony will allow you the opportunity to identify with your prospect, which will help them to better understand that the PMB opportunity is a lot bigger than just you!

- a) Plant-based wellness company
- b) One of the fastest growing hemp brands in the world
- c) Our Chief Medical Advisor, Dr. Cheng Ruan, runs the largest Integrative Medicine clinic in the United States that takes insurance
- d) PMB focuses quality ingredients with science backed products
- e) We provide an affordable entry point to build a business within two of the fastest growing industries in the U.S. (vv and Plant-based wellness)
- f) We are integrating our own crypto currency into the PMB ecosystem to help streamline transactions, faster commission payments and product discounts!
- g) Add any additional “Hot Buttons” you might use to edify and promote PMB, its products and leadership

3. UTILIZING RESOURCES

The following resources are meant to be shared with your potential prospects (Affiliates & Customers):

- 1) Wednesday Zoom Call (Or share a previously recorded call)
- 2) Sit Down Meeting
- 3) Product Sample
- 4) Attend a PMB Overview Meeting
- 5) Share a video from the PrimeMyBody App

4. THE CLOSE

Do not shy away from asking for the sale! The 3-Question Close helps your potential prospects summarize the opportunity you have just presented to them:

- 1) What did you like best about what you just heard/saw?
- 2) What questions do you have?
- 3) Where do you see yourself getting started? As an Affiliate or Customer? If an Affiliate, which package makes the most sense?

This type of close is simple, and it does **not** pressure the potential prospect; rather it gives your prospect the opportunity to consider enough information to make a sound business decision. If your prospect still has questions, introduce them to a leader via a 3-way-call to get their questions answered. Before introducing a leader/upline onto the 3-way-call, take a second to introduce them to your prospect and edify them! Leveraging them on a call will, in turn, leverage you!

Tip: When following up with a prospect, it's good practice to have a leader on standby for a 3-way call. Setting up a 3-way call not only takes pressure off you, it allows you the opportunity to get educated on PMB and how 3-way calls are executed. In time, you will be the upline assisting your downline with the close!

BUILDING FOR GROWTH

Below are the necessary activities that help generate momentum in your business, establish solid business relationships, and create a sustainable culture/community:

1. ENGAGEMENT CALLS

After enrolling a new PMB Affiliate, take a few minutes to introduce them to your upline leader(s)! Before initiating the call, schedule an engagement call with your upline, and brief them about your newest Affiliate. Give both your upline and newest Affiliate an outstanding introduction to one another; from there, allow your upline to welcome your new affiliate to the company and congratulate them on getting started! People love being greeted at yoga, church, the ball game, and at VIP events — Affiliate Marketing is no different. Dynamic and successful teams are built when relationships and communication are priorities.

2. IN-HOME PRESENTATIONS

In-Home presentations can take place inside of a home, apartment, or a private room...wherever! The hosting Affiliate will set a date and time in advance, and invite their team and potential prospects for a thorough PMB Overview. The host(s) usually provide water, and perhaps a healthy snack or two for guests to enjoy. We suggest keeping the setup simple and duplicatable!

In-Home's are not typically formal; in fact, being comfortable is incredibly important! Give some time for people to connect and socialize with one another before you jump into your PMB presentation. After the presentation has concluded, give your guests the opportunity to have any of their questions answered. Utilizing the 3 Question Close will assist your guests/prospects as they make an informed decision to become a customer or Affiliate. Before hosting your first In-Home, we suggest consulting with your upline to assist you on how to set-up and present the PMB Opportunity!

3. LAUNCH CALLS

Launch calls are important business building calls, and we recommend you not skip out on these! Your upline will be needed to assist organizing you with this call. The purpose of launch calls is to invite your top prospects to a private, VIP style call, which you and your upline will host. When initiating this call, remember to introduce your guest(s) and upline; after which your upline leader will share the PMB story and how they can get started as an Affiliate!

4. MOVE TO ACTION 3-WAY CALL

Move to Action 3-way calls are an opportunity for us to connect people on our team to other leaders, and discuss how it is we can take our business' to the next level. It's never about one particular person; it is about the group as a whole, and how you each can grow together! A vision call, but with action steps attached to it.

5. THANK YOU CALLS

It is incredibly easy for us to get caught up with the hustle of life and our daily routines, that we sometimes forget the little things that make a big difference! At times, it's important to pause what you are doing, take a deep breath and clear your mind to be thankful!

Take a minute in your busy day to call a few of the team members you work with and let them know how grateful you are for them. Praise their hard work and let your words instill confidence and a sense of satisfaction in them.

Starting today, reach out to a few people and express your gratitude toward them. Practice this at least once a day and see the difference it can make in your business, and in your personal life!

ACCOUNTABILITY & ORGANIZATION

It is important to set obtainable goals. The little successes you achieve along the way allow you to consistently move toward fulfilling the vision you set out to accomplish when you joined PrimeMyBody.

Having success is not often easy, but it can be made simple. Take this business day-by-day, week-by-week, and month-by-month! Set tasks for yourself to accomplish each day; your daily goals will spawn from the goals you are setting out to accomplish weekly. In other words, reverse engineer the finish line and focus on the things that you can do daily that eventually compound to create the outcome you seek.

These task and goals aren't just reminders for ourselves, but also our team members. Our ability to coach and lead has everything to do with the example we set with our actions. We should expect of others nothing more than we expect of ourselves. Our CEO, Paul Rogers has been quoted saying many times, "If my team did what I did today, would any of us be making any money?" If we are going to hold other leaders on our teams accountable, then we must hold ourselves accountable as well.

1. DAILY ACTION GOALS

- Self Development 15-60 minutes a day
- What conference calls are available for me to plug into?
- Do I have an In-Home Presentation set up?
- Do I have any appointments scheduled?
- Do I have any calls scheduled?

2. WEEKLY & MONTHLY ACTION GOALS

- What monthly financial goal do I have for myself?
- What rank will I achieve by the end of the week/month?
- How many people will I connect with?
- How many In-Home presentations are being conducted this week/month that I can attend and invite people to?
- Are my team members and I registered for the next regional or national conference?
- Am I building for (promoting) our weekly prospecting calls / leadership calls?

MEMORY JOGGER

When crafting your list, utilize this helpful sheet to help remind yourself of all of the people you know. Do not judge a potential prospect; write their name down and organize your list as often as you need to!

-
- | | |
|---|---|
| 1. The most successful leader you know. | 14. Who owns his/her own business? |
| 2. The person who knows everyone. | 15. Who is money oriented/motivated? |
| 3. The best athlete you know. | 16. Who needs extra money? |
| 4. The most successful entrepreneur you know. | 17. Who enjoys being around high energy people? |
| 5. The person everyone goes to for advice. | 18. Who are your friends? |
| 6. The best teacher you know. | 19. Who quit their job/out of work? |
| 7. The person most involved in the community. | 20. Your brothers/sisters? |
| 8. The most optimistic person you know. | 21. Your parents? |
| 9. The most health-conscious person you know. | 22. Your cousins? |
| 10. The best salesperson you know. | 23. Your children? |
| 11. Who is dissatisfied with his/her job? | 24. Your aunts/uncles? |
| 12. Who is unhappy with his/her income? | 25. Your spouse's relatives? |
| 13. Who is concerned about the environment? | 26. Who did you go to school with? |

27. Who do you work with?
28. Who is retired?
29. Who works part-time jobs?
30. Who is laid off?
31. Who bought a new home?
32. Who answers the classified ads?
33. Who gave you a business card?
34. Who works at night?
35. Who delivers pizza to your home?
36. Who has been in network marketing?
37. Who needs a new car?
38. Who wants to go on vacation?
39. Who works too hard?
40. Who was injured at work?
41. Who lives in your neighborhood?
42. Who sells Avon or Mary-Kay?
43. Who sells Tupperware?
44. Who wants freedom?
45. Who likes team sports?
46. Who is a fund-raiser?
47. Who watches television often?
48. Who works on cars?
49. Who likes political campaigns?
50. Who are social networkers?
51. Who is in the military?
52. Who do your friends know?
53. Who is your dentist?
54. Who is your doctor?
55. Who does your nails?
56. Who does your taxes?
57. Who works at your bank?
58. Who is on your holiday card list?
59. Who is in retail sales?
60. Who sells real estate?
61. Who repairs your house?
62. Who works for the government?
63. Who is unemployed?
64. Who attends self improvement seminars?
65. Who reads self-help books?
66. Who reads books on success?
67. Your children's friends parents
68. Who was your boss?
69. Your parents' friends
70. Who have you met while on vacation?
71. Who waits on you at restaurants?
72. Who cuts your hair?
73. Who manages your apartment?
74. Who has children in college?
75. Who likes to dance?
76. Who sold you your car?
77. Who did you meet at a party?
78. Who likes to buy things?
79. Who have you met on a plane?
80. Who does volunteer work?
81. Who is your boss?
82. Who calls you at home?
83. Who calls you at work?
84. Who delivers your paper?

85. Who handles your gardening?
86. Who watches your children?
87. Who attends your church?
88. Who did you meet on the street?
89. Who have you met through your friends?
90. Who tailors your clothes?
91. Who sells cosmetics?
92. Who bags your groceries?
93. Who is overweight?
94. Who recycles?
95. Who has allergies?
96. Who is wealthy?
97. Who exercises regularly?
98. Who will help you?
99. Who belongs to the Chamber of Commerce?
100. Who haven't you listed yet?

NOTES:

