New Promoter

Training

Welcome!

We are so excited to have you on this life journey. You are truly in the right place at the right time….a true pioneer of this company. Exciting isn't it? Here is what I want you to know.

You are not in this business alone~There is an incredible support system in place to help you.

Keep it Simple~This business is super simple: simple product, simple system. The key to success will be keeping it simple and following the steps put in place for you.

Anticipate the No's~ You are going to be told no and that is okay! Collect the no's to find the yes.

Tell Everyone~ Everyone needs to know about this product! Remember, if you don't tell them someone else will

Protect Your Mindset~ Fill your mind with positive thoughts, find inspiration, and let yourself dream again.

Be Willing to Learn~ Just like a teacher, doctor, or a lawyer would go to school and receive the education and skillset to do their job well…so should you. This is a career that you can work on your terms. Plug into training, read and soak up the knowledge that you can on how to run your new business well.

To Your Success,

Sarah McMullen

What we are going to cover?

*First Steps

*Your Role as a Promoter

*Simple System

*Resources & Tools Available to You

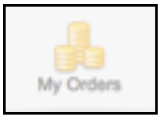
First Steps

1)Listen to the GETTING STARTED 1-267-507-0255 access 19294547#.
2)Like the Le-Vel Facebook Page: www.facebook.com/levelbrands
3)Add…support@Le-Vel.com, updates@Le-Vel.com & orders@Le-Vel.com to your email safe list so you don't miss important updates.
4) Set up your commission: We are paid every Tuesday.(Commissions post around noon cst)

Go to "my commissions" Located on the left hand side of your backoffice and set up your method of payment through Payoneer.
You can choose: Pre Paid Mastercard (does have fees) or Direct Deposit which will hit your account on Thurs.

5). Set up your blueprint call with your upline: Make a plan together (Find upline contact info under "My Team" on your backoffice)

6). Order your product:



Go to "my orders" located on the left hand side of your backoffice and choose one of the upgrade packs listed ($100, $200, $400, $800). Talk with your sponsor about which pack fits your goals and needs for this business. It really comes down to how much product you want for yourself and to share with others.
*Please note: If you cannot purchase a pack upfront speak with your sponsor about how to earn your bonuses without investing in a pack.

7) Listen to Paul's 24 Hour Call Daily: 530-881-1499 137907#

What You Must Know

*You have the opportunity to earn your product FREE every month as well as your customers! By referring 2 autoship customers in a calendar month.
*You are eligible to earn LIFE CHANGING commissions and bonuses in sharing this opportunity! I want you to know you are NOT in this alone and have an amazing group of support surrounding you! Here are a few things to get your business off to a FANTASTIC start

First Steps: *Get Organized*

Time Management: This business is truly designed for people on the go & is a social platform designed to grow just by sharing with others while you are out and about. The flexiblity of this business is what makes it so great for so many people! Work your business with intention. Perhaps 2 hours a day, 3xs a week, more? less? It's up to you and based off of your goals alone! Purchase a planner, calendar, post-it wall (what ever works for you) to set up days and times dedicated toward business producing activites: phone calls, social

Custom Voicemail: You're in business and the world should know! Setting up a professional voicemail is a great way to do that.

"Hi, you have reached_____, Independent Brand Promoter with Le-Vel. Please leave a message at the tone and I will return your call as soon as I can. Have a great day!"

Le-Vel

Order your business cards & other marketing materials: Because we are a social business it is so important to have marketing materials with you at all times! We hand them out wherever we go. Be sure to always include the 24 hr recorded call on them: 530-881-1499 137907# and also don't forget to get that contact info (number or email) so that you can follow up. http://level-printshop.com is a great resource.

Have a follow up system: It takes an avg of 7-10 times of contacting someone before they are ready to committ so keep dripping (changing it up by sharing stories, updates, promos). Set up a reminder on your phone.

Who Do you Know?

Everyone can plug into your business as either a
P~ Promoter, C~ Customer, C~ Connector

Who do you know Memory Jogger:http://networkmarketingpro.com/unlimited/memoryjogger.pdf

List the top 20 people that come to mind:

Your Why?

Your Role as a Promoter

"Helping others live the life they deserve"

Key Points:

*Your role as a promoter is to inform and inspire others to live their best life! Leading with the needs of others is the KEY. Whether you are talking with someone who needs this product, a supplimental income or both it is up to you to listen, inform and help them find a solution.

*Being a promoter of the Thrive Experience means you focus on **SHARING**.....because it really isn't about SELLING at all!

*Just like you would share your excitement for a new found restaurant, a must see movie, or a new recipe, this is no different. You have found something exciting that can help the people you care about. Your job is to **SHARE** it.

*Don't try to be a product expert! You are simply a promoter of something that has worked well for you! We always say.."the Thrive Experience really can't be described...it just has to be experienced!" Remember not to make medical claims or guarantees. The Thrive Experience is simply bridging nutritional gaps and allowing your body to function at its peak state.

A Simple System

Foundation of 3 core products: Capsules, Powder, DFT

(Refer to the resource section of this document for instructions on how to take the Thrive Experience)

Simple Steps:

1)Contact~ call, text, message (short and sweet)
2) Inform~ 24 hr call 530-881-1499 137907# and/or Leadership call (3 way) & complimentary customer account
("I am going to set you up with a complimentary account so you can check this out at your convenience. What is your email?")
3) Invite to like the fanpage (www.facebook.com/levelbrands)
4) Follow up within 24 hrs (or sooner) If you haven't done a leadership call with them, the follow up is a great time to do it.

Do this every day

- Expect the no's~ you are going to encounter eye rolls, skeptics and no's throughout this process. Expect it and keep moving forward till you find your yes. Most just don't understand the product yet. Many times I have had people flat out say no to me multiple times and then turn into a customer or promoter months later :-) Collect the No's to find your YES.

Tips:

- Don't be afraid to pick up the phone.
- Remember you are just the messenger. You want to keep it simple and utilize the resources the company provides *Keep it simple

Your First 2 Weeks

Time to run for your first bonus! (Vip 800/1600)
***Can only be earned in your first 2 weeks as a promoter**

3 ways to become active:
1) You enroll as a promoter and purchase a minimum of a $100 in product
2) You enroll as a promoter and collect $100 in personal customer orders
3) You enroll as a customer first, (purchase $100 of product) then click your promoter button (in this case your vip run starts immediately)

Understanding VIP 800 & 1600:

VIP 800~ Earn up to $560 in cash & $100 in product credit
what's needed? 2 autoship cust, 2 promoters who purchase a pack & $800 in qualified orders
VIP 1600~ Earn up to $1120 in cash & $200 in product credit
what's needed? 4 autoship cust, 4 promoters who purchase a pack & $1600 in qualified orders.
*Must be **PERSONAL, NEW** (or never before ordered) customers & promoters

Goal for your first 24-48 hours:

- Find your first 2 autoship customers! (must be on autoship)

~ Understanding Autoship~ We have one of the best autoship programs in the industry: No minimums, contracts and the customer is in full control. Right from their customer account they can pause, edit, delete at the click of a button. **It allows them (your customer) to save and it will in turn, count towards your first bonus (VIP 800), will make you active (if you haven't yet purchased a pack), and will ensure you free product credits to shop with next month.**

Goals for the first week:

- Find your first **two promoters who purchase a pack** ($100, $200, $400, $800)~ Who do you know that needs a supplimental income??
- Accumulate $800 in qualified orders

If you do these two things above in your first week~ you will have an awesome payday the following Tuesday! Up to $560 in cash, $100 in product credits + more free product credits to shop with next month!
This truly will set you up for success.

Goals for the second week:

Duplicate week 1!

Find 2 more autoship customers & 2 more promoters who purchase a pack and gather total sales of 1600!

Collect an additional bonus: up to $560 in cash and $100 in product credits !

*Teach your new promoters to duplicate the above
*Inform your customers on the refer 2 program

Watch the duplication take place! Powerful!

Total Orders = $800

Earn $660

$400 – VIP bonus

$100 – Le-Vel Credits

$160–Average commission

Customer Orders on Autoship:

1._____

2._____

Promoters with Upgrade Orders ($100, $200, $400, $800)

1._____

2._____

Total Orders = $1600

Earn $1,320

$800 – VIP bonus

$200 – Le-Vel Credits

$320–Average commission

Customer Orders on Autoship:

3._____

4._____

Promoters with Upgrade Orders ($100, $200, $400, $800)

3._____

4._____

iPad mini™ Bonus

Reach 4,000QV (Qualifying Volume) in your first 30 Days and we'll send you an **iPad mini** to help you build your business!

- You must have 4 Personal Q&A (Qualified & Active) Promoters to Qualify.
- You must have at least 400PV (Personal Volume). Personal Volume is an accumulation of your personal orders and or Retail Sales.
- Your 30 days starts from the day of your enrollment as a Le-Vel Brand Promoter. Check your Cloud Office to see when your 30 days ends.
- 60% Percent Rule applies — only 60% of volume can come from your strongest leg.
- Must have at least 4 Customers with Autoship orders.

iPad Mini Bonus

FIRST 30 DAYS

Total team volume: $4,000 & $400 PV

PV is your own personal orders or customer orders

Customer Orders on Autoship:

1._____

2._____

3._____

4._____

Promoters with Upgrade Orders ($100, $200, $400, $800)

1._____

2._____

3._____

4._____

Resources & Tools

The 24 hour call

(This is your main resource for sharing!!!) When people ask you what is Thrive?~ set up a complimentary customer account and provide them with this # (save in your phone for easy sharing)

***Make a goal of handing this out to everyone within 3 feet of you!**

530-881-1499 137907#

The Le-Vel Community

www.facebook.com/levelbrands ~ 3rd party validation, company updates

***Share 2-3 times daily on your fb page**

You can Thrive Team Page

Team Thrive Nation

(or your 200k and up's team page)

*Must be active to be added to these pages

*You must be 200k in order to have a team page and need to submit to corp for approval: compliance@le-vel.com

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Product Questions?

***Always advise them to print out ingredients and take to their doc! We do not give medical advice.**

If they want a better understanding as to why the product is so unique Jason's recent product overview call:

http://tapeacall.com/8kttvrbgwu (copy and paste into your browser)

Sharing your story

All Thrive Experience Stories must be submitted to compliance for approval

levelthriveexperience@gmail.com

Leadership Call/ 3 Way Call

Utilize your Leadership

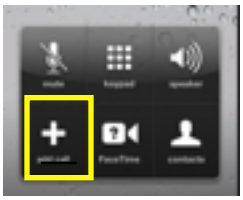
I cannot stress this enough! <u>You are not meant to do this by yourself.</u>

This is why so many are finding success~ it's the simple duplication

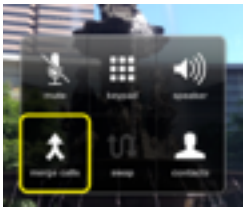
<u>The Importance of 3 way:</u> Dial: (712) 432-1202Access code: 354412#, Reference 27#

Why we do them?: Validation! This is the #1 way (and proven way) to grow quickly. Allowing your leadership to tell their story on your behalf is powerful.

How do you make a 3 way call?: Call your potential, touch the "add call" on your phone, call your leadership, then touch "merge call"
*Be sure to text your leader prior to make sure they are available.



>Dial Leader >



Introduce

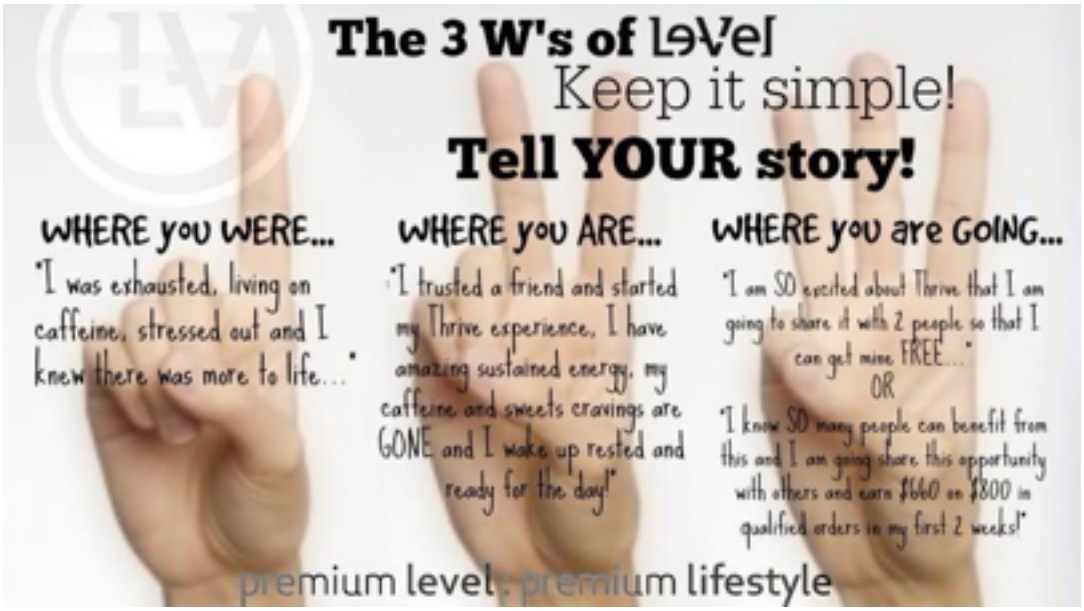
***The phone to phone leadership call is the quickest and most effective way, but here are some alternatives to a phone to phone conversation:**
Schedule it ahead of time:

- Conference Line~Have your potential(s) call into your conference call line with your leader (who you have already arranged a convenient time with). (**<u>www.freeconferencecall.com</u>**)
- Face to Face~ Meet with your leader (if local) and your potential.
- Skype~ Virtual Face to Face meeting
- 3 way them into the 24 hour call

Get Creative :-)

Leadership Call/ 3 way Call

Words to Say



*NO Product Claims (review compliant wording in your back office)

<u>Senario: Calling friend for the first time:</u>

"Hey Stacy! Do you have a quick second? I wanted to share something with you

~Share where you were prior to Thrive

~What Thrive has done for you

*You will love this product!

If they ask a question: "that is a great question and I want to be sure to get you the correct information. Let me see if my friend Sarah is available. One Sec." Add Sarah >Merge call. "Hey Sarah, I have Stacy on the line she was wondering_____." Sarah will take it from there.

If they are silent, seem intrigued…whatever ~you are going to say, "Before we hang up I want you to hear my friend Sarah's story. It is amazing. One Sec." Add Sarah > Merge call. " Hey Sarah, I have Stacy on the line I would love for you to share your story with her." Sarah will take it from there

Other Scenarios:

✤Someone who is super skeptical of the product~ they need 3rd party validation

"I totally understand where you are coming from, but before we go I would like you to hear my friend Sarah's story"~

"Add Call" > "Merge" > Introduce

"Hey Sarah, this is Julie. Can you share your story with her?"

✤Maybe it is someone who can't invest anything but really wants to do this biz. "You can totally start this biz without an investment. I am going to get my friend Sarah on so she can explain that to you."

"Add Call" > "Merge" > Introduce

"Sarah, can you tell Jodie how you can start this biz without an investment?"

✤A potential who is very interested in the business side~needs to hear your leader's success story (3rd party validation)

"You need to hear my friend Sarah's story . You are going to be blown away". One second while I get her."

"Add Call" > "Merge" > Introduce

You are using your leadership to answer and validate. Its not pressure. It's just a resource.

~ The results when you do these consistently will be huge for your biz. It is why this company is growing so rapidly. **Third party validation is key!**

Weekly Training Calls

*Make a goal of being on 2-3 of these a week. If you can't be on live, most are recorded.

Monday
6 pm pst
Leadership Call~ 530-881-1400 137907#
If you are desiring leadership & tips on growing your business do not miss this call!

Tuesday
6 pm pst
Le-Vel Live~ 530-881-1400 137907#
Inspiration, Corporate Updates, a great call to invite people to learn more about our products & opportunity

Wednesday
5:00pm pst
New Promoter Training with Sarah~ Dial-in Number:
(712) 432-1212 Meeting ID: 349-639-366

6:30 pm pst
Mauria Dillard's Team Call~ 712-432-0075 993431#
Inspiration, Team & Company Updates, a great call to invite people to learn more about our products & opportunity

Thursday
6 pm pst
Le-Vel Live~ 530-881-1400 137907#
Inspiration, Corporate Updates, a great call to invite people to learn more about our products & opportunity

Sunday
6:30 pm pst
Sheila Fausone's Team Call~ 712-432-1500 354412#
Inspiration, Team & Company Updates, a great call to invite people to learn more about our products & opportunity

***Be sure to check with your leaders for information on their weekly team call.**

Resources & Tools

Understanding the Cloud (Backoffice)

Navigating your back office: 1-267-507-0255 access 19294547#.

The Left Hand Menu

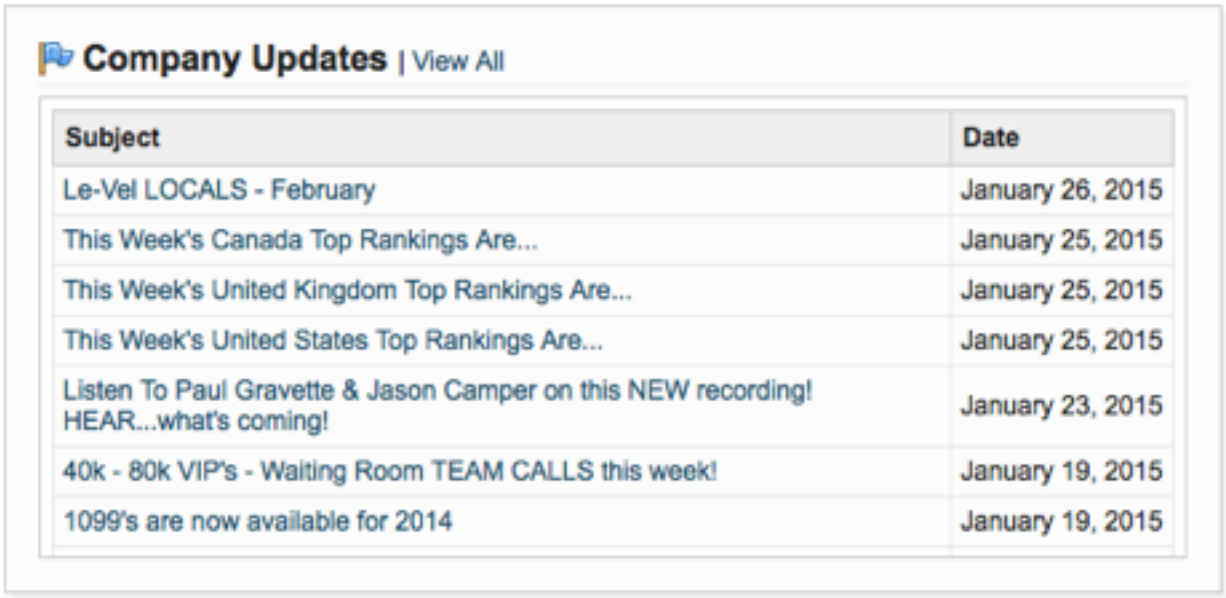
Home	
My Settings	**where you will edit your profile, enter your social security #/ tax id for tax purposes etc.**
My Orders	**This is where you will place your promoter orders. There are different packages to choose from ($100, $200, $400, $800). Your package is determined by how much product you want.**
My Team	**As you grow your organization, you will be able to view your team details, customers, and your upline support**
My Commissions	**View your commissions & set up payment~ Payoneer (prepaid Mastercard or direct deposit) *Paid every tues around 12 cst.**
Reports	**As you grow your organization, you will be able to view your team details, customers, and your upline support**
Resources	**This is where you can view and print flyers, product information pdf's ect**
Support	**Connect with Support *recommend sending your questions through your upline support system first.**

Resources & Tools

Understanding your Cloud/Backoffice

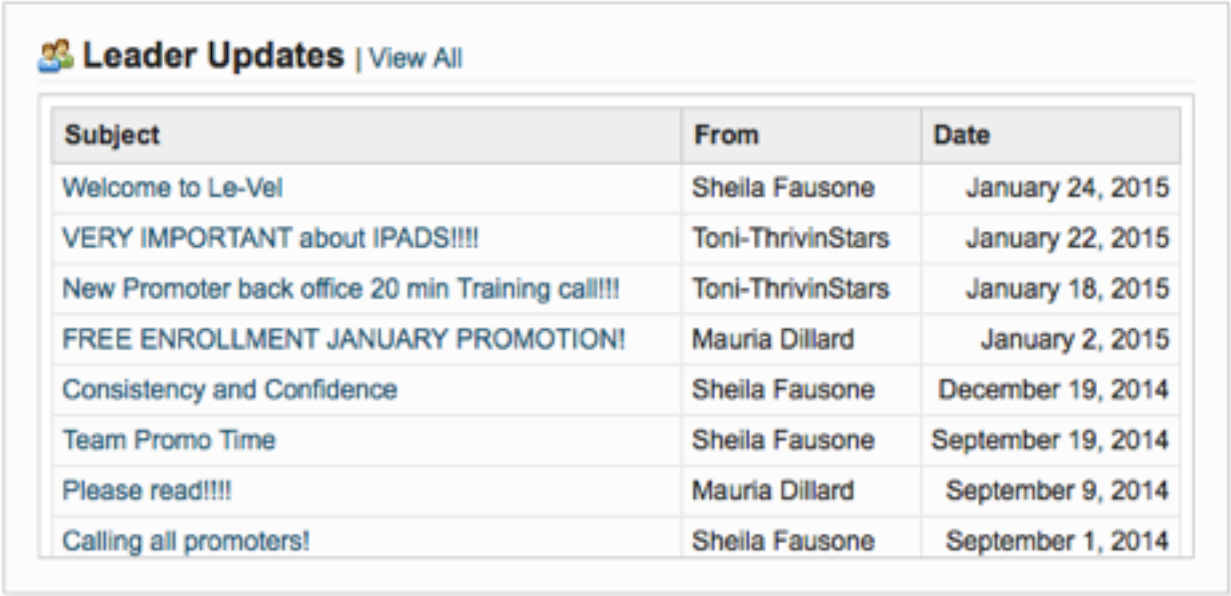
Be sure to check both the company updates & leader updates daily.

Stay in the loop.



Company Updates | View All

Subject	Date
Le-Vel LOCALS - February	January 26, 2015
This Week's Canada Top Rankings Are...	January 25, 2015
This Week's United Kingdom Top Rankings Are...	January 25, 2015
This Week's United States Top Rankings Are...	January 25, 2015
Listen To Paul Gravette & Jason Camper on this NEW recording! HEAR...what's coming!	January 23, 2015
40k - 80k VIP's - Waiting Room TEAM CALLS this week!	January 19, 2015
1099's are now available for 2014	January 19, 2015



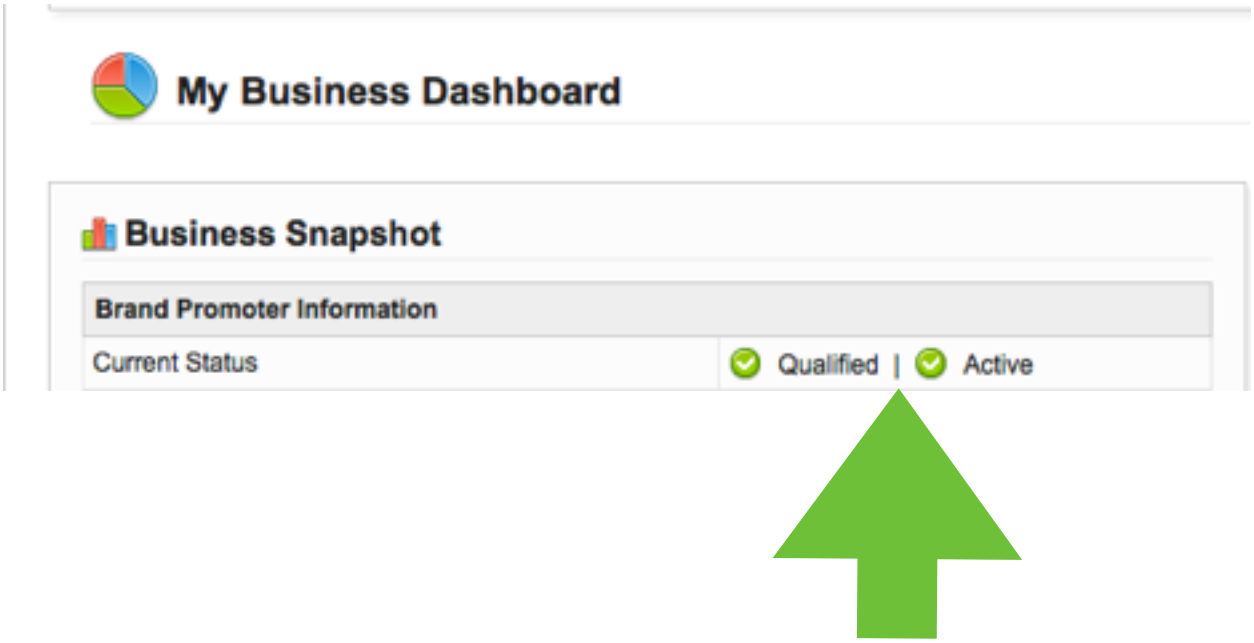
Leader Updates | View All

Subject	From	Date
Welcome to Le-Vel	Sheila Fausone	January 24, 2015
VERY IMPORTANT about IPADS!!!!	Toni-ThrivinStars	January 22, 2015
New Promoter back office 20 min Training call!!!	Toni-ThrivinStars	January 18, 2015
FREE ENROLLMENT JANUARY PROMOTION!	Mauria Dillard	January 2, 2015
Consistency and Confidence	Sheila Fausone	December 19, 2014
Team Promo Time	Sheila Fausone	September 19, 2014
Please read!!!!	Mauria Dillard	September 9, 2014
Calling all promoters!	Sheila Fausone	September 1, 2014

Resources & Tools

Understanding your Cloud/Backoffice

Pay close attention to this section



Make sure there is a green check by the qualified and active fields. This will ensure you are active for your bonuses and commission. *Remember~ $100 in personal orders or personal customer orders every month will keep you acitve

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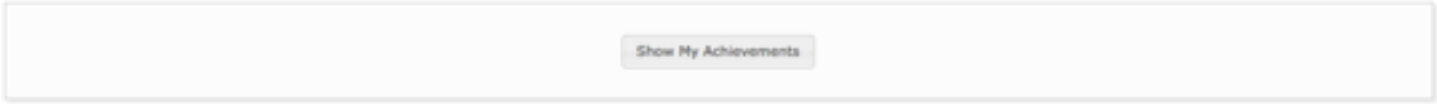
My Achievements ~This section provides benchmarks/goals for your personal biz



My Team Updates ~This section provides real time team achievements

Resources & Tools

Mini Thrive Experience/ Sampling

The importance of Sampling & Following Up: Dial: (712) 432-1202 Access code: 354412 Reference 25#

*Enroll with a complimentary customer account prior to sampling
"I will get your mini experience in the mail to you as soon as possible. I am also going to set you up with a complimentary account. This way you can conveniently access the product info and in the event you love this experience as much as I think you will~ easy access to the ordering page. What's your email?"

Tip: Do not call it a "sample" ~ call it a mini Thrive Experience.

THRIVE EXPERIENCE INSTRUCTIONS:
Take capsules on an empty stomach first thing in the morning, 20-30 minutes later drink the shake and then apply the DFT to bicep, shoulder or upper buttocks. When starting the product, it is recommended to start with only 1 capsule to see make sure there is no sensitivity to these raw, pure ingredients. It is important to rotate the DFT and not put in the exact same spot to avoid irritation. The DFT can get wet and can be worn during showering and bathing. It may be worn for 24 hours, then remove it and replace with a new one.

*The key to success is following up with your samplers EVERY DAY of their sampling experience.
Day 1: 3 times
Day 2: 2-3 times
Day 3: Call, Assume The Sale.

Resources & Tools

Mini Thrive Experience/ Sampling

Here is a template of my 4 day mini Thrive Experience instructions.

Mini Thrive Experience Instructions

Easy as 1-2-3

*Please note if you are on the sensitive side~ cut dose in 1/2 for all 4 days
Day 1:

~ On an empty stomach first thing in the morning~ take **1** lifestyle capsule
~ 20 minutes later (still on an empty stomach/no coffee) mix **1/2** of lifestyle mix with liquid of choice. *almond milk, milk, coconut milk, water ect.

Day 2:

~Repeat steps from day one
~ Add **1/2** Dft patch
* DFT patch should be applied to clean, dry skin~ Free from lotions & perfumes. It is waterproof and will last 24 hours. Apply to bicep, shoulder or upper buttocks.

Day 3: Slowly start to increase

~ On an empty stomach first thing in the morning take **2** lifestyle capsules
~ 20 min later **full** shake (still on empty stomach/ no coffee)
~ **1/2** DFT patch

Day 4: Full Mini Experience

~ On an empty stomach first thing in the morning **2** lifestyle capsules
~ 20 min later **full** shake (still on empty stomach/no coffee) ~ **Full** Patch

(**Mini Thrive Experience Instructions Continued**)
Tips for success:
~ Do not eat or drink coffee/tea prior to taking capsules & powder
~ limit caffeine intake while sampling. Althought the entire Thrive Experince is equal to less than one cup of coffee in terms of caffiene~ it is advised to let your body adjust prior to introducing other caffeine sources.
~ Eat regularly throughout the day. The powder is not intended as a meal replacement.
~ Drink at least 6-8 8 oz glasses a day
~ Be sure to change locations of the DFT patch each day.
*Please consult with your physician regarding any medical advice or concerns. Ingredient list is included on each packet.If you have any medical conditions we advise submitting the ingredient list to your physician for approval prior to starting your mini Thrive experience
Please don't hesitate to contact me with any questions.

Tips for Success

Out and About Marketing

The Power of the DFT

The DFT is the best advertising you can give your business! Wear it where people can see it and be ready with a plan when they ask you what it is. If someone asks you and you are unprepared it's a LOST opportunity.

Words to say: Its a nutritional patch that gives me energy and clarity to get through my day. It is part of a simple 3 step system that I do every morning.

If they say nothing~ hand them your card~ tell them to listen to the 24 hour call to learn more.

If they ask you where they can get it~
Words to say: "I'll tell you what….since we are both in a hurry. I am going to set up a complimentary customer account for you so you can take a look at your convenience."
*Have them text you their name (first and last) and email.
Text them back their login & the 24 hour call.

Now you have their number in your phone~ assign it as a contact and follow up within 24 hours.

Tips for Success

Daily Activities

*Remember you are planting seeds. Some days you may feel like you are reaching out with little response. Keep pushing through! People are watching even if they don't comment or reply. It's the consistant daily efforts that will create your future.

To your Success...