

Your Dream.  
Our Plan.  
*We'll Help You Get There!*



Supervisor to Manager  
Training Manual

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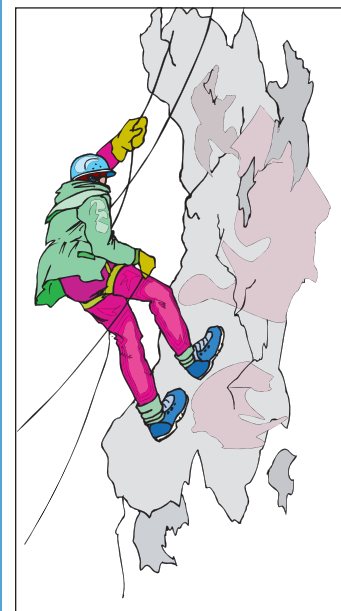
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*Humanity's most valuable assets have been the non-conformists. Were it not for the non-conformists, he who refuses to be satisfied to go along with the continuance of things as they are, and insists upon attempting to find new ways of bettering things, the world would have known little progress, indeed.*  
**Josiah William Gitt**

## Go For the Gold!

Congratulations on achieving Supervisor level! Through your determination and well-directed effort, you have separated yourself from the crowd at the bottom of the ladder and are well on your way to the top where the position of Manager waits for you! This Manual is specifically designed to help you develop the skills and attitudes you will need for this prestigious position.

As you increase the volume of your group, the basic rewards of the business increase proportionately. There are four rewards that you can look forward to enjoying as a Forever Living Products Manager.

1. **Money.** Yes, there will be plenty of it; perhaps more than you ever dreamed possible. The marketing plan is designed to accommodate any level of ambition. It will pay out in proportion to the effort you put in. If you build your group following the principles outlined in this Manual, you will have all the money you want, whether it is tens of thousands, hundreds of thousands, or even millions per year.
2. **Time.** You will have the time to do what you want, when you want, and with whom you want. There's the time-proven adage that, when you use the law of multiplication as in our marketing plan, at first you do a lot of work you don't get paid for; but later you get paid for a lot of work you don't do! The time will come when the volume of your downline group will overcome the effort you put in to set it in motion; and from then on you are the master of your time. To this, also, you can look forward when you become a Manager.
3. **Recognition.** Sure, you will you be recognized for becoming Manager, but that is just the tip of the iceberg! There will be cars, international and world rallies, gem status, profit sharing and much more!
4. **Satisfaction.** When you receive your Manager pin, you will be recognized for your success in helping others enjoy better health and wealth. This will give you a great feeling of self-worth, and of having contributed positively to society. For some distributors this is more rewarding than the money, time and recognition combined!

So, when will you open the door to all these fantastic rewards? To a very large degree, the timing is up to you. Why not take a few moments right now and set a goal for the month and year you will achieve Manager level.

**I will achieve the level of MANAGER BY \_\_\_\_\_, 20\_\_!**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

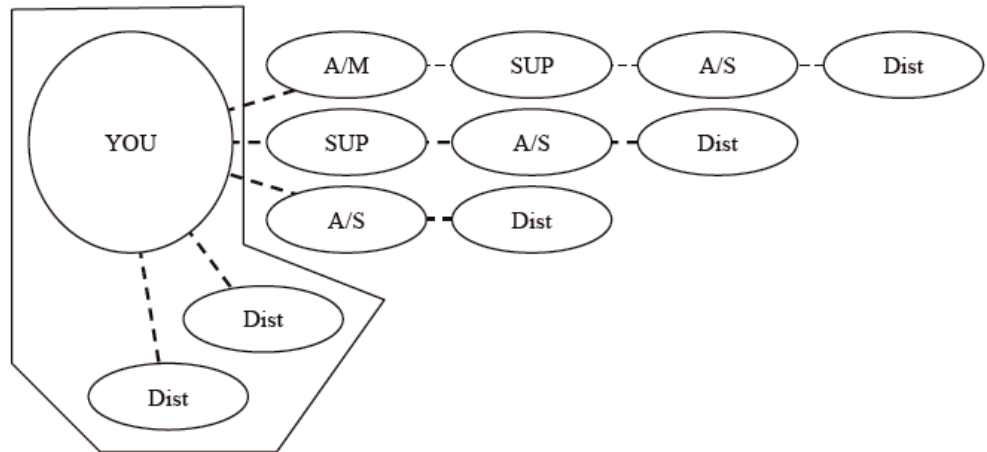


*The major reason for setting a goal is for what it makes of you to accomplish it. What it makes of you will always be the far greater value than what you get.*

*Keep away from people who belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great.*  
Mark Twain

## The Marketing Plan - Supervisor to Manager

Now that you are a Supervisor, a new income opportunity has opened for you: the Group Volume Bonus. This bonus is paid to you every month that you qualify with your 4 Active Case Credits. Active Case Credits are the total of both your personal purchases and the purchases of your personally sponsored distributors who have not reached the level of Assistant Supervisor. You must purchase at least 1cc of the 4cc yourself.

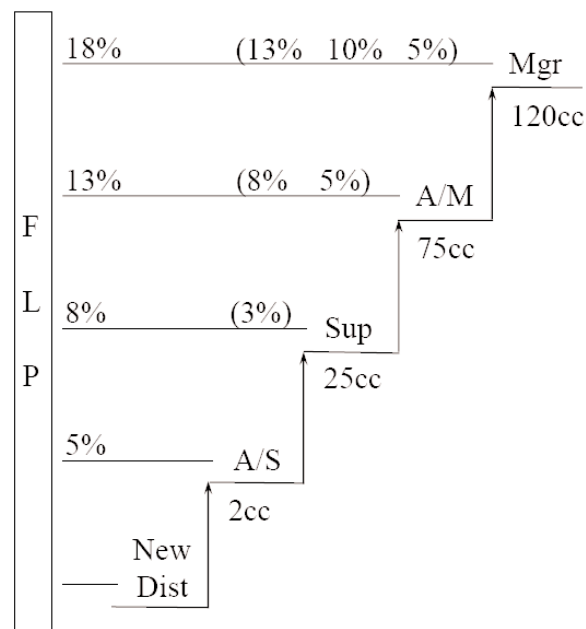


*Let us realize that the privilege to work is a gift, that power to work is a blessing, that love of work is success.*  
David O. McKay

*I know of no more encouraging fact than the unquestionable ability of man to elevate his life by conscious endeavor.*  
Henry David Thoreau

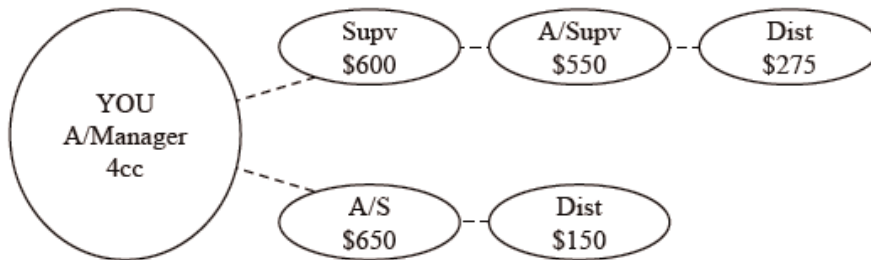
*Here is the prime condition of success: Concentrate your energy, thought and capital exclusively upon the business in which you are engaged. Having begun on one line, resolve to fight it out on that line, to lead in it, adopt every improvement... and know the most about it.*  
Andrew Carnegie

Your Group Volume Bonus is a percentage (3-13%) of the suggested retail price of the products ordered by the Assistant Supervisors, Supervisors, and Assistant Managers under you as outlined in the diagram below. You do not receive a bonus on groups that are at the same level as you, so it pays to stay ahead of your downline Distributors



## Group Volume Bonus

You receive the difference between your Personal Bonus percentage and that of your personally sponsored distributor on all orders placed by the people in that line. To help fully understand how this bonus is figured, examine the following scenario and calculate how much Group Volume Bonus you would receive. (Assume all amounts are retail values).



1. Difference between your Personal Bonus and your personally sponsored Supervisor's

$$13\% - 8\% = 5\%$$

2. Total retail value of all purchases made by your Supervisor's group

$$\$600 + \$550 + \$275 = \$1,425$$

3. Amount of bonus you will receive on your Supervisor's group

$$\$1,425 \times 5\% = \$71.25$$

4. Difference between your Personal Bonus and your personally sponsored A/Supervisor's

$$13\% - 5\% = 8\%$$

5. Total retail value of all purchases made by your A/Supervisor's group

$$\$650 + \$150 = \$800$$

6. Amount of bonus you will receive on your A/Supervisor's group

$$\$800 \times 8\% = \$64.00$$

7. Total amount of your Group Volume Bonus

$$\$71.25 + \$64.00 = \$135.25 \text{ Group Volume Bonus}$$

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*Human beings, by changing the inner attitudes of their minds, can change the outer aspects of their lives.*  
William James

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*We who lived in the concentration camps can remember the men who walked through the huts comforting others, giving away their last piece of bread. They may have been few in number, but they offer sufficient proof that everything can be taken from a man but one thing: The last of his freedoms - to choose one's attitude in any given set of circumstances, to choose one's own way.*  
Viktor E. Frankl

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*I am still determined to be cheerful and happy, in whatever situation I may be; for I have also learned from experience that the greater part of our happiness or misery depends upon our dispositions, and not upon our circumstances.*  
Martha Washington

## Success Factor: No Inventory Loading

*There is nothing like a dream to create the future. Utopia today, flesh and blood tomorrow.*  
Victor Hugo



*We grow great by dreams. All big men are dreamers. They see things in the soft haze of a spring day or in the red fire of a long winter's evening. Some of us let these great dreams die, but others nourish and protect them; nurse them through bad days till they bring them to the sunshine and light which comes always to those who sincerely hope that their dreams will come true.*  
Woodrow Wilson

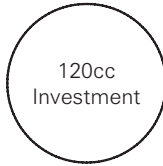
Company policy sets the maximum amount of product that can be ordered by a distributor at 25 case credits during a calendar month. This discourages distributors from attempting to "buy in" to a position, and encourages them to build a group of distributors who each are consistently marketing 4 case credits.

Instead of buying product solely for the purpose of moving up in the marketing plan, it is much better for the long-term stability of your business to achieve a position as a result of the naturally increasing volume generated by an ever-growing group of distributors - distributors who are concentrating on their 4 case credits by sharing the products and sponsoring others to do the same.

By the time you reach the Manager level, you should have at least 15 distributors in your group who are doing 4 case credits per month. The ideal situation would be to have 30 distributors doing 4 case credits.

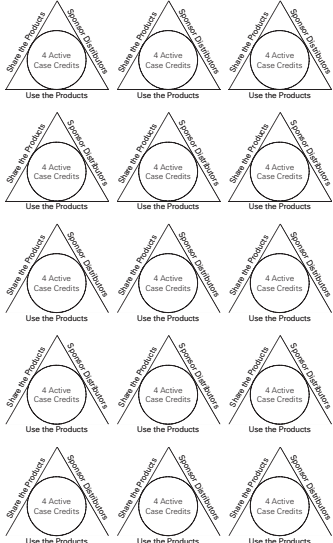
When you sponsor distributors, you certainly want them to build large, well-founded groups that will generate increasing volume each month. The No Investment Success Factor guides them to do just that.

### Which Would You Rather Have Under You?



120cc  
Investment

1 Dist buys 120cc to become Mgr.  
Sponsor's bonus = \$2,000 (approx)  
Distributor does not purchase more product because he has no way to market the product he bought; then quits or becomes inactive.



-or-

15 Distributors in your group who are each marketing only 4cc per month:

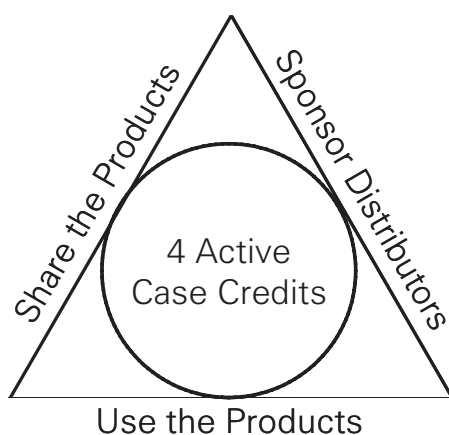
15 Dist x 4cc x 12 mos = 720cc/yr  
720cc x \$18.80 avg bonus/cc =

\$13,536. per year!  
\$67,680. per 5 years!  
\$135,360. per 10 years!  
\$338,400. per 25 years!

## Success Factor: Four Active Case Credits

In order for Supervisors and above to receive their group volume bonuses, they must qualify by doing 4 Active Case Credits during the same month those bonuses were generated.

When you consider what happens with these 4cc, it becomes apparent that the requirement is the best built-in success factor for your business. Since Active Case Credits are those purchased in your own name and those purchased by New Distributors you sponsor, this requirement is met by the following three activities:



1. **Personal product use.** This is the excitement factor of your business. There is no greater way for you and your distributors to maintain your enthusiasm and build your confidence than by experiencing on an ongoing basis the health and beauty benefits of using the products. Not only will you feel better, but also you will look better and have more energy; and thus become walking advertisements for the product and opportunity.
2. **Marketing product to retail consumers.** This is the stability factor of your business. The only solid foundation for a FLP distributorship is that of satisfied repeat consumers. Every distributor should develop and maintain at least 15 regular clients.
3. **Sponsoring new distributors.** This is the growth factor of your business. Through sponsoring others, and teaching them these 3 business building activities, you can multiply yourself countless times. There is no limit to the volume you can generate and the bonuses you can earn.

These 3 activities are exactly those that give your business excitement, growth and stability. It is very important that you set the 4 Case Credit example yourself, and then teach all the distributors in your group to concentrate on their 4 Case Credits. This is fundamental, and vitally important to your long-term success.

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*Life is not easy for any of us. But what of that? We must have perseverance and above all confidence in ourselves. We must believe that we are gifted for something and that this thing must be attained.*

Marie Curie Polish

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*Develop success from failures. Discouragement and failure are two of the surest stepping stones to success.*

Dale Carnegie

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*The true leader serves. Serves people. Serves their best interests, and in doing so will not always be popular, may not always impress. But because true leaders are motivated more by loving concern than a desire for personal glory, they are willing to pay the price.*

Eugene B. Habecker

## Commitment

If you have been invited to participate in this training, you are very close to becoming, or have already become, a Supervisor. You have demonstrated a level of commitment to do so. Now you are ready to go on to the Manager level. This requires an even greater commitment on your part; but, according to Mack Douglas, "The achievement of your goal is assured the moment you commit yourself to it."

So, how exactly do you make the commitment necessary to achieve Manager level? That question is answered by Harry Emerson Fosdick who said, "No horse gets anywhere until he is harnessed. No stream or gas drives anything until it is confined. No Niagara is ever turned into light and power until it is tunneled. No life ever grows great until it is *focused, dedicated, disciplined.*" And there you have the basic factors of commitment.

**1** Stay focused on your FLP business, paying special attention to what you can do each day. There are many opportunities all around us constantly that normally we wouldn't even notice. But when you are focused, you begin to recognize them. Take a look at the photo below. What do you see?

Do you see the cow? If you don't see it, that doesn't mean the cow is not there; rather it means you don't recognize it. However, once you do see the cow staring straight at you, that is the only thing you will see every time you look at this picture in the future. Why?



because your focus has changed and adapted itself to the cow. The same thing happens when your focus adapts to FLP related opportunities. When you have FLP on your mind in every activity you are doing, you will recognize the opportunities to talk to new people about the products or income opportunity. For example, there are some "hidden" FLP opportunities in the following situations. Write the opportunity after each situation.

Situation: *During a conversation with a stranger, she says that her daughter is attending a university.*

Opportunity: \_\_\_\_\_  
\_\_\_\_\_

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*The secret of success is constancy to purpose.*  
Benjamin Disraeli

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*The characteristic of genuine heroism is its persistency. All men have wandering impulses, fits and starts of generosity. But when you have resolved to be great, abide by yourself, and do not weakly try to reconcile yourself with the world. The heroic cannot be the common, nor the common the heroic.*  
Ralph Waldo Emerson

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*The difference between the impossible and the possible lies in a man's determination.*  
Tommy Lasorda



Situation: *A friend asks you if you've seen the Hummer2 and can't stop singing it's praises.*

Opportunity: \_\_\_\_\_  
\_\_\_\_\_

Situation: *Someone seated at the table next to yours at a restaurant makes a comment about how he wishes he could eat spicy chicken wings like he used to.*

Opportunity: \_\_\_\_\_  
\_\_\_\_\_

Situation: *You're in a taxi at 10 pm, and the driver mentions that his workday is just beginning.*

Opportunity: \_\_\_\_\_  
\_\_\_\_\_

Situation: *While you are in waiting for a haircut, you notice that the stylist never stops talking.*

Opportunity: \_\_\_\_\_  
\_\_\_\_\_

Situation: *When asked about her children, the person to whom you are talking pulls out photos, and is very enthusiastic about telling you about them.*

Opportunity: \_\_\_\_\_  
\_\_\_\_\_

The best way to stay focused is to practice looking for the FLP Opportunity in every situation throughout your day; and even more important, acting upon those opportunities. Every time you come within 3 feet of someone, every time something happens, every time you notice someone doing just about anything, challenge yourself to find the FLP Opportunity!

**2** Remain dedicated to your FLP business. This means turning a deaf ear and a blind eye to the temptation to jump to other companies. Remember that, no matter how green the grass appears on the other side of the fence, it still has to be fed, trimmed and cared for. You simply won't find another company that has all the advantages, strength, track record, or that pays out as much bonus to its distributors, as FLP.

**3** Discipline yourself to do whatever is necessary to succeed. Do the things that need to be done, when they need to be done, whether you are in the mood or not. Fill out the Commitment List on the next page and then be sure to discipline yourself to accomplish the items *NO MATTER WHAT!*

*Striving for success without hard work is like trying to harvest what you haven't planted.*

David Bly

*Seize opportunity by the beard, for it is bald behind.*

Bulgarian Proverb

*You have to recognize when the right place and the right time fuse and take advantage of that opportunity. There are plenty of opportunities out there. You can't sit back and wait.*

Ellen Metcalf

## Commitment List

- 1 I will achieve Manager level with at least 15 active Distributors in my group no later than \_\_\_\_\_!
- 2 I will persist until I succeed (and then I will persist some more)!
- 3 I will talk with at least \_\_\_\_ new people about the products or the opportunity everyday!
- 4 I will use all the products daily in my own home!
- 5 I will give at least \_\_\_\_ Product Demonstrations every week!
- 6 I will give at least \_\_\_\_ Opportunity Presentations every week!
- 7 I will devote at least \_\_\_\_ hours every week to my FLP career!
- 8 I will talk with at least \_\_\_\_ of my distributors everyday!
- 9 I will read this Commitment List every morning and night!

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*There's no scarcity of opportunity to make a living at what you love. There is only a scarcity of resolve to make it happen.*  
Wayne Dyer

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*What this power is, I cannot say. All I know is that it exists...and it becomes available only when you are in that state of mind in which you know exactly what you want...and are fully determined not to quit until you get it.*  
Alexander Graham Bell

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*Do not quit! Hundreds of times I have watched people throw in the towel at the one-yard line while someone else comes along and makes a fortune by just going that extra yard.*  
E. Joseph Cossman

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Signature

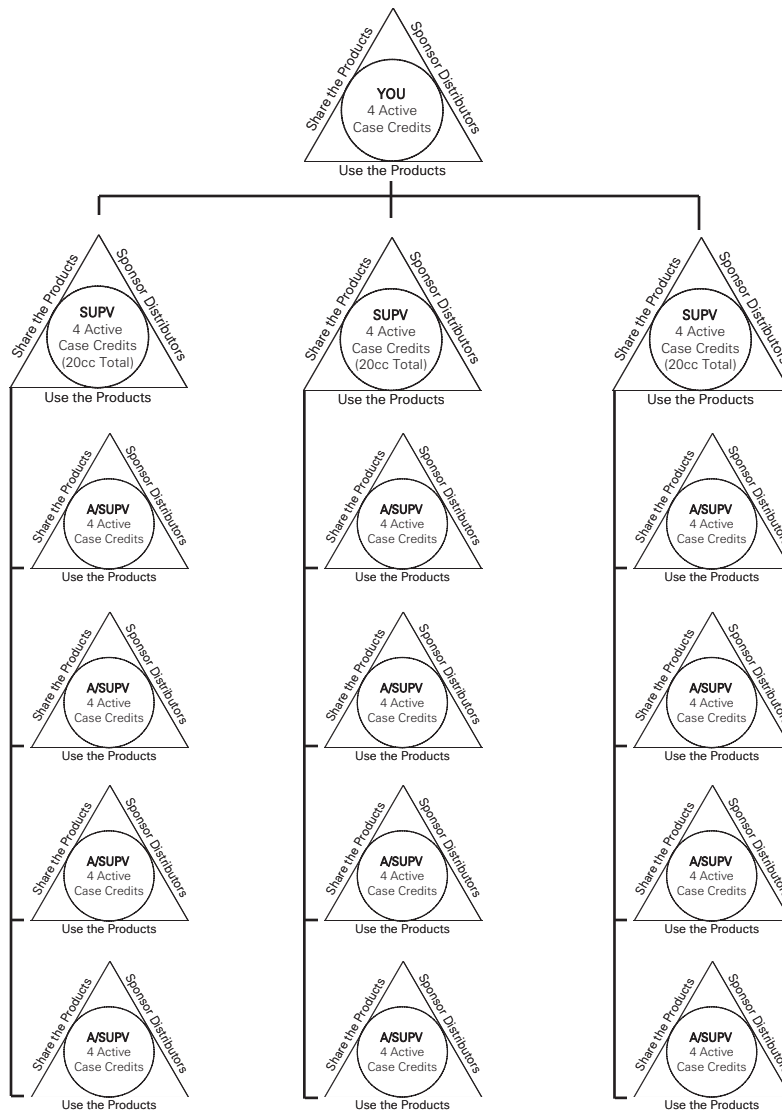
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Date

## Chart Your Course to Manager

Undoubtedly by now you have set a goal to become Manager in the marketing plan. Not only do you want to reach that level, but also develop a group that will maintain a strong volume every month; thus assuring a solid income for your future. As a minimum, when you achieve Manager level your group should have *at the very least* 15 distributors under you who are each moving *at least* 4cc per month. Of course, you will want to develop it from this point into something more significant; but this provides a strong foundation for a six-figure income.

If you build your Manager group properly, you can expect to earn from \$12,000 to \$36,000 per year before developing any Managers under you. When you do develop some Managers, your income can increase dramatically. Some of our more successful Managers earn over \$50,000 per month. See the back of this Manual for a blank worksheet to chart your own Manager group!



*The law of multiplication is the eighth wonder of the world.*

Walter Chrysler

*You see things; and you say, "Why?" But I dream things that never were; and I say, "Why not?"*

George Bernard Shaw



*The most important thing about motivation is goal setting. You should always have a goal.*

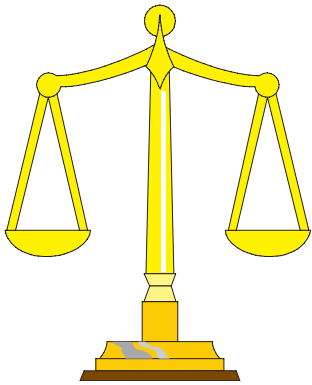
Francie Larrieu Smith

*I would rather have 1% of the efforts of one hundred people than have 100% of the efforts of one person.*

J. Paul Getty

*If you don't design your own life plan, chances are you'll fall into someone else's plan. And guess what they have planned for you?*

*Not much.  
Jim Rohn*



*Plan your progress carefully; hour-by hour, day-by-day, month-by-month. Organized activity and maintained enthusiasm are the wellsprings of your power.*  
Paul J. Meyer

## Balance Your Business Activities

Generally your FLP business activities fall within three categories. They are *Product Marketing*, *Personal Sponsoring*, and *Group Building*. These are closely associated because one leads to the next. For example, normally you sponsor new distributors from those to whom you have introduced the products; and from those you sponsor you discover those who are motivated to build a group of their own. This is why it is very important to continue to spend nearly equal portions of your time in all three areas of activity.

- 1** Product Marketing activities include introducing and supplying the products to new and existing clients. This can be accomplished in several different ways; including person-to-person explanations, group product demonstrations, directing people to your Website where they can order product, and personally contacting existing clients.
- 2** Personal Sponsoring activities are those by which you find and recruit new first-generation distributors. They include making appointments to explain the business; inviting people to business briefings; presenting the opportunity one-to-one; and training your new distributors using the FLP Business Planner.
- 3** Group Building activities are those by which you assist your downline distributors in building their businesses. They include conducting training meetings and business briefings; communicating with and encouraging individual distributors; and assisting them with their personal sponsoring and product marketing activities.

These three types are “results-oriented” activities. They contribute directly to the growth of your FLP business. Any other activities are not business builders, but only time consumers. Be very careful not to get caught in the time consuming trap, by confusing activity with accomplishment.

## Balance Your Time Activity

At the beginning of each week, you should plan when and how you will spend every hour of the time you have set aside for your business. For example, let's say that you have committed 20 hours per week to your FLP career. Using the Business Builder Activities Planner, indicate the various blocks of time that could be used in a typical week. Take care to block out nearly equal amounts for each of the three main categories of business activities.

Now you have a general guide to use when making appointments. Keep in mind, however, that this advance planning serves only as a guide. You should be somewhat flexible to accommodate the various needs of your contacts.

## Business Builder Activities Planner

	Monday	Tuesday	Wednesday	Thursday
8:00				
8:30				
9:00				
9:30				
10:00				
10:30				
11:00				
11:30				
12:00				
12:30				
1:00				
1:30				
2:00				
2:30				
3:00				
3:30				
4:00				
4:30				
5:00				
5:30				
6:00				
6:30				
7:00				
7:30				
8:00				
8:30				
9:00				
10:00				

	Friday	Saturday	Sunday	Weekly Goals
8:00				Product Marketing
8:30				= ____ hrs.
9:00				= ____ cc
9:30				
10:00				Personal Sponsoring
10:30				= ____ hrs.
11:00				= ____ contacts
11:30				
12:00				Group Building
12:30				= ____ hrs.
1:00				= ____ contacts
1:30				
2:00				Total Commitment
2:30				= ____ hrs.
3:00				= ____ contacts
3:30				
4:00				
4:30				
5:00				
5:30				
6:00				
6:30				
7:00				
7:30				
8:00				
8:30				
9:00				
10:00				

## Marketing the Products

The foundation of your business is the marketing of products to consumers. For this reason you want to pay particular attention to teaching everyone in your group to do 4cc of product marketing every month. As we mentioned in an earlier section, the 4cc is your primary and most important success factor. Product marketing includes the products you use yourself, those you supply to retail consumers and the first 2cc purchased by your new personally sponsored distributors.

*Your personal experience with the products is the most valuable tool you have in marketing the products.*



*Think of the money you spend on your own products as an advertising investment for your business that will pay huge dividends!*

The first step to successfully marketing the products is to use as many of them as possible yourself. When you are a product of the products, you become the best advertisement you could ever hope for. When you feel the effects of the products, you talk about them with more conviction and enthusiasm; and convincing others to use them is much easier. Think of it this way, imagine you are in the middle of a large lake and your small boat is sinking. Who would you rather have with you in the boat, a professor of Orthopedics who could explain exactly which muscles and bones you need to move in order to swim (but who never had swum a stroke in his life); or, a certified lifeguard? It's the same principal in your business. You can study and memorize every detail about a product, but in reality it's not going to be as effective as your personal experience with that product.

The second step, then, is to share your product experiences with everyone you meet. You do this by creating opportunities to do so. You create the opportunity by learning to ask questions. Here are a couple of ideas.

You: *How are you feeling today?*

Prospect: "Not too well, I just don't seem to have the energy I used to."

You: *Really! You know, I've run across something that might help; would you like to hear about it?*

Prospect: "Sure! What is it?"

You: *Have you ever heard of the aloe vera plant?*

You are now well into a discussion that will end with a product sale!

You: *Excuse me, but I couldn't help but notice the rash on your hands. Have you had it for long?*

Prospect: "Why, yes. It's been almost a year now, and nothing seems to help!"

You: *That's too bad; but I believe I know something that might help; would you like to hear about it?*

Prospect: "No, I don't think I'd be interested."

You: *That's fine. But please take my card; and if in the future you decide that you would like to hear about it, please give me a call. I'm confident it could help you.*

You have just planted a seed for an opportunity to share the product in the

future!

You: *Excuse me, but I couldn't help overhearing your comments about your child's skin problem. I've recently been introduced to something that might help him feel better. Would you like to hear about it?*

Prospect: "I think at this point, we're ready to listen to anything! What is it?"

You: *Have you ever heard of the aloe vera plant?*

It's amazing how many doors you can open with these one-to-one discussions with people you meet! The sale of a single product to an individual can lead to a future product demonstration in their home; which in turn can lead to that person becoming a distributor and going on to be a great leader! So, learn to recognize in each person you meet which products they need; and never pass up an opportunity to ask a few simple questions!

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*Learn to listen.  
Opportunity could be  
knocking at your door  
very softly.  
Frank Tyger*

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*There is no security on  
this earth, there is only  
opportunity.  
General Douglas  
MacArthur*

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*While we stop to think,  
we often miss our  
opportunity.  
Publilius Syrus*

## Identifying and Tracking Potential Distributors

Make no mistake about it: this is a people business! We help people with our products. We help people with our opportunity. We cannot take the first step to doing either until we make contact with people. It's people who become distributors. Therefore we need to learn to deal with people if we are to be successful. The key to success in this area is to be organized and consistent. A good way to do this is through a system of name lists.

**1** You start with a General List of Contacts. This is simply a list of people you meet, or who are fellow-members of clubs, churches, schools, or other organizations. As you review this list every month or so, you decide on names to begin approaching for an appointment.

**2** From this General List you place the names of 20 people with whom you will currently work on your Current Contact List. The people on this list are those whom you are contacting weekly to invite them to use the products and listen to the opportunity. You keep track of what products they're using and which promotional materials they have received. People stay on this List until you sponsor them, or until you determine that they will not be interested in the near future. When you remove names, immediately replace them with new ones from your General List; thus keeping your Current List at 20 names.

**3** When you sponsor a person, their name is transferred to your List of Distributors. This list helps you follow-up with the support and training that every new distributor needs. Be sure to make contact every few days.

**4** After you have made weekly contact with someone on your Current Contact List for 12 weeks, and they still express no interest, you place their name on your Quarterly Contact List. You keep in touch with these people every 3 months...forever. It's always a good idea to keep the door of communication open with this periodic contact. You never know when someone who previously was not interested will become so. Consider the following actual experience, and see why you should never take anyone off your Quarterly Contact List, and never stop communicating with the people on that List. Consider this:

A middle-aged lady was a representative of a well-known cosmetics retailer. A man whom she had never met approached her with an opportunity to become a distributor for a brand new multi-level company. After listening to his presentation, she declined by saying that she was happy with her current company. The man thanked her for her time and asked if it was okay to keep in touch in the future. About a month later, the lady received a letter from the man, in which he described to her what was happening with the new company, its products, and a couple of testimonials and success stories. She didn't

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*Desire is the key to motivation, but it's determination and commitment to an unrelenting pursuit of your goal - a commitment to excellence - that will enable you to attain the success you seek.*

Mario Andretti

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*Doors of opportunity don't open, they unlock; it is up to you to turn the knob.*

Lily Taylor

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*Anyone can dabble, but once you've made that commitment, your blood has that particular thing in it, and it's very hard for people to stop you.*

Bill Cosby





## Contacting New People

The first rule to remember is that the best you can expect is to sponsor 1 or 2 people out of every 10 people you contact. The greatest of all the birds in the world is the eagle. This majestic animal can spot a rabbit from 2,000 feet in the air. He dives at more than 120 miles per hour, and grabs his prey in powerful claws. However, in spite of his perfect eyesight, his speed and his muscular strength, he succeeds in catching his prey only 3 times out of 10! So, rule number one in sponsoring: don't feel bad if you don't sponsor everyone!

The second rule is to understand that sponsoring is not a convincing activity, but rather a sorting activity. As John Kalench, a noted network-marketing trainer, points out:

“Sponsoring is like hunting for pearls. Only 10 out of every 100 oysters contain pearls. If you take an oyster, open it and find no pearl, why try to convince it to grow a pearl? You should simply plant a grain of sand in it, close it and gently set it aside. Then, go on to another oyster to see if it contains a pearl. If you spend your energy trying to convince an oyster to grow a pearl, you lose valuable time that could be used to open more oysters. So, you need to get out of the convincing business and get into the sorting business.”

Many of the people you talk to will not be ready to accept the opportunity. They are like the oysters without pearls. However, this does not mean that they will never be ready to accept the opportunity. If you plant a grain of sand in each of these people, some of them will grow pearls in the future, and become very good distributors.

You plant these grains by expressing comments on how you feel about what FLP can do for them, or on their ability to do well in the marketing program. You make these comments every so often when you see the person or send them a note every three months (Quarterly Contacts.). Certainly you would make one or more of these comments at the end of the conversation in which they told you they were not interested. Your comments should be according to the reason(s) they gave for not being interested.

Following are some examples:

If they say, “I heard that network marketing is just illegal pyramidizing, and I don't want anything to do with it.” Then, you plant the seed. *If you knew what I know about network marketing, you wouldn't say that. I have found it to be a most rewarding and positive business experience. My only frustration is that I know you could make so much money with it. I hope that someday I can have the chance to show you how.*

If they say, “I'm not interested because I don't like selling.” Then, you plant the seed. *I understand where you are coming from, and I respect your feel-*



*Small opportunities are often the beginning of great enterprises.*  
Demosthenes

*Success seems to be connected with action. Successful people keep moving. They make mistakes, but they don't quit.*  
Conrad Hilton

*ings. It's just that this isn't the traditional type of selling. I just know that you would do extremely well, and make lots of money with FLP. I hope to have the opportunity in the future to show you how.*

If they say, "I just don't have the time for anything new in my life right now." Then you plant the seed. *Well, I certainly hope that in the future your schedule will allow you to give it a try, because I am positive that you can make more money than you ever dreamed possible, and still have plenty of free time to spend it!*

Following are some additional seeds you can plant:

*Your personality is perfect for network marketing. You would really do well in FLP!*

*I get so excited because I know that I would do so well in FLP!*

*The biggest money-makers in FLP are no different than you. You have all the talent they have and more. You would do better than you ever dreamed!*

*The FLP marketing plan is completely different from illegal pyramiding; and I think you would recognize the difference immediately if you studied the plan. You would be terrific in FLP; please take a look at it in the future!*

*You may not realize it, but you'd be perfect in network marketing with FLP!*

*I know that FLP can be the solution to all your financial problems. If you have a change of heart, I'll be more than happy to explain how it can help.*

*I know that with FLP you will never have to worry about money again. You really ought to check it out someday.*

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*Before the seeds are planted, the soil has to be tilled. This means building relationships. Planting means growing for the future.*

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*Be willing to make decisions. That's the most important quality in a good leader. Don't fall victim to what I call the ready-aim-aim-aim-aim syndrome. You must be willing to fire.*  
T. Boone Pickens

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*There comes a moment when you have to stop revving up the car and shove it into gear.*  
David Mahoney

## Making Contact with Your Warm Market

Your primary objective when making contact is to develop sufficient interest in your prospects that they agree to meet with you so you can explain the opportunity to them. You are not trying to tell them everything right now; you only want to set an appointment. This is especially true when you are making contact by telephone.

Your "warm market" means the people you already know on a first-name basis such as your family, friends, and associates. Your approach to these people can be more direct, because you already have established a rapport with them. Many of them can be contacted by telephone. Here are a couple of approaches you can use, either in person or by telephone:

*Hi John, it's Joan.* (Exchange pleasantries)

*John, the reason I called is to let you know that I've just started a really EXCITING new business. I know you have a very full schedule; but I also know you are a very successful businessperson, and I thought you might want to have a look. I'm wondering if I could spend a half an hour with you and show it to you? Next Tuesday or Thursday is good for me, would one of those work for you?*

*Hi Gina, it's Jennifer.* (Exchange pleasantries)

*Gina, the reason I called is to let you know that I have been introduced to a great second income opportunity, and your name came to my mind. I know you have a very full schedule; but I can't help but think that this would be perfect for you. I'm wondering if you might give me half an hour to explain it to you? Next Tuesday or Thursday is good for me, would one of those work for you?*

Remember that your success depends 15% on what you say, and 85% on *how you say it*. Develop an enthusiasm in your voice that reflects the excitement you feel about the products and the opportunity. You can convince more people to listen to your message by the sheer power of your enthusiasm than you can by the amount of information you throw at them.

Always resist the temptation to explain everything over the phone. If your contact says something like, "It sounds interesting, can you tell me something about it?" your response should be:

*Yes, sure I can! What I'd like to do is sit down with you for 30 minutes, because I have some pictures and illustrations that will give you a much better idea than if I try to describe it on the telephone.*



*Four steps to achievement:*

*Plan purposefully.  
Prepare prayerfully.  
Proceed positively.  
Pursue persistently.*  
William A. Ward

*What you can do, or dream you can, begin it.  
Boldness has genius,  
power and magic in it.*

Goethe

## Making Contact with Your Cold Market

So what is it that you actually say to people you don't know that well in order to determine if they might be interested in the opportunity? This presents a formidable challenge even to the most experienced distributor. Even so, your long-term success will be the result of your ability to graduate from your warm to your cold market. After a while, when you have contacted all your friends and relatives, the time will come when your growth depends on your cold market.

There is a formula that can be used as a guide when talking to people. It is the F.O.R.M. method. When striking up a conversation, you ask about their

- Family** (Married? Children? Where from?); then their  
**Occupation** (What do you do for a living? How long? Happy with it?); and finally their  
**Recreation** (What do you do for fun?). After listening with genuine interest, you are now ready to present your  
**Message** You guide the conversation to your message by making a statement that will cause them to respond with “what is it?” or “how?” or “tell me more.” If your statement can refer to something your contact said during the first part of the conversation, all the better. For example,

*You know, Dan, I've run across something I think would be perfect for you!*

Or

*Dan, you would be perfect doing what I do!*

Or

*If I could show you a way to have more time with your family, would you be interested?*

As soon as the person responds with the “what is it?” or “how?” or “tell me more,” this is when you ask for an appointment by saying something like

*I really don't have the time to explain it right now, but if you can spare a half an hour, say on Tuesday or Wednesday, I think you'll find it quite interesting.*

(Of course, if you have your presentation binder and materials with you at the time, you could offer to explain it right then and there.)

During your conversation, take the opportunity as many times as possible to mention your business; the idea being to get the prospect to ask you what you do or what company you work with. For example,

You have asked your contact about their occupation and they mention that

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*Courage is doing what  
you're afraid to do.  
There can be no courage  
unless you're scared.  
Eddie Rickenbacker*




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*You gain strength,  
courage, and confidence  
by every experience in  
which you really stop to  
look fear in the face.  
Eleanor Roosevelt*

their company is cutting back, laying off employees, etc. Your comment is, *I sure can't say that about my company! We are growing so fast, it's hard to keep up!*

Your contact mentions that they would like to have more free time. Your comment is, *I guess I'm pretty lucky; because I have plenty of time to spend with my family.*

Eventually, your contact is bound to ask you what company you work for or what you do. When you are asked, try something like this:

*I develop marketing networks for an international health and beauty products company. In fact, I was just thinking that you could earn quite a bit of money doing what I do! One of these days when you have 30 minutes or so, I'd like to explain it to you. I think you'll find it quite interesting!*

Whether or not you make an appointment, always leave the conversation on a positive note, and give the contact your business card saying something like this:

*I look forward to seeing you next Wednesday!*

Or

*If you ever decide that you'd like to earn a lot of extra money, please give me a call!*

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*He who does not hope to win has already lost.*  
Jose Joaquin Olmedo

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*People with goals succeed, because they know where they're going.*  
Earl Nightingale

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*If you are planning for a year, sow rice; if you are planning for a decade, plant trees; if you are planning for a lifetime, educate people.*  
Chinese Proverb

## Handling Objections

The first rule in handling objections is to expect lots of them! The second rule is to understand that an objection is simply the person searching for a reason to say "yes". The objection is not a negative; it is a positive indicator that the prospect is giving some serious consideration to becoming a distributor or buying some product.

There is a formula that can be used to handle almost any objection. It is the F-F-F formula; and it works like this. Whenever you are presented with an objection, respond with a question to clarify what they mean. After their answer, you address the objection with Feel, Felt, Found. For example,

Prospect: "I don't have time."

You: *How do you mean, you don't have time?*

Prospect: "I mean, between my two jobs, my family, and my friends, I just don't have any extra time to put into something like this."

You: *I know exactly how you feel! I felt the same way at the beginning. But what I found was that this business actually makes it possible to have more time to do those things that are important to me. With the extra income you'll earn, you won't need two jobs; and later on down the road you may even be able to quit both your jobs!*

Another example,

Prospect: "I don't do pyramid selling."

You: *What do you mean when you say pyramid selling?*

Prospect: "I mean having to see my friends lose their money."

You: *Believe me, I know exactly how you feel! In fact, I felt the same way when I was first introduced to this Company. But what I found was that FLP doesn't even allow large investments, and the distributors are encouraged to order no more than they need in the next 30 days! And, if anyone is not satisfied, they can resign and the Company will buy back the product!*

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*If you want to get somewhere you have to know where you want to go and how to get there. Then never, never, never give up.*

Norman Vincent Peale

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*To be persuasive we must be believable; to be believable we must be credible; to be credible we must be truthful.*

Edward R. Murrow

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*Talent without discipline is like an octopus on roller skates. There's plenty of movement, but you never know if it's going to be forward, backwards, or sideways.*

H. Jackson Brown, Jr.

## The One-to-one Presentation

A One-to-one Presentation is not to be confused with a Product Demonstration. The object of the Product Demonstration is to sell products to customers; whereas the object of the One-to-one is to sponsor new distributors and convince them to purchase their Combo Pak and get started in the business.

Okay, you've made the appointment and the time has arrived for your presentation. The materials you should have with you are

- Opportunity Flip Chart
- International Directory
- Opportunity CD
- Marketing Plan CD
- Distributor Application
- Product Brochure
- Product Samples
- Plant to Product CD

Start your presentation by thanking your prospect for allowing you the time, and expressing your enthusiasm for the opportunity you are about to share.

*First of all, Dan, thank you for taking the time out of your busy schedule to allow me to share a most exciting business opportunity with you. I have found it to be the ticket to my financial goals, and I hope you do, too!*

### Flip Chart pages

**Front Cover:** *The name of the company I work with is Forever Living Products...*

**Who are we?:** *...which is the world's largest producer & distributor of aloe vera health & beauty products as well as nutritional bee products. Since 1978, the Company has experienced constant growth, and is now doing business in 100 countries with sales exceeding \$2 billion per year!*

**Forever Living Products Headquarters - Scottsdale, AZ:** *Rex Maughan is the founder and CEO. He personally directs the executive staff, which oversees the activities of all the countries from the international headquarters located in Scottsdale, Arizona. A statement by Rex can best express the underlying mission of Forever Living. "One of the greatest sources of illness in the world is an empty wallet; if you want to decrease the number of people suffering, just give them a chance to earn an honest living!"*

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*Persistent practice produces positive performance.*

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*Only as high as I reach can I grow,  
Only as far as I seek can I go,  
Only as deep as I look can I see,  
Only as much as I dream can I be.*  
Karen Ravn

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*If one advances confidently in the direction of his dreams, and endeavors to live the life which he has imagined, he will meet with success unexpected in common hours.*  
Henry David Thoreau



**Japan - Germany - Philippines - Mexico:** *The Company has made significant financial commitments in the various countries by purchasing beautiful office facilities. These are just a few of dozens. If you'd like to see more, I have an International Directory with information about each country. Even more amazing is the fact that the Company is debt free; imagine the stability of that position!*

**From plant to product to you:** *Forever Living is vertically integrated. The Company owns and operates the world's largest aloe plantations in Southern Texas and the Dominican Republic, and a state-of-the-art manufacturing facility located near Dallas. I'll leave with you a CD that will give you an idea of how the products are manufactured to very strict standards of excellence.*

**Quality you can count on:** *Forever Living is known throughout the world for the quality of its products. As you can see, the products have received the seal of approval from the International Aloe Science Council, as well as Kosher and Islamic approvals. Also, every product is backed by an unconditional, 30-day money-back guarantee.*

**Aloe Vera:** *The principal ingredient in most of the products is the Company's patented stabilized aloe vera. Aloe has been used for a variety of health related purposes by nearly every major civilization. It contains over 75 nutrients including 20 minerals, 18 amino acids and 12 vitamins making it one of nature's nutritional treasures.*

**The Products:** *From the stabilized aloe, the Company formulates nearly 200 products...*

**Aloe Drinks:** *...the most popular are the aloe drinks. Most people don't realize that you can drink the aloe gel; not only can it be consumed, but it is a very positive factor in maintaining good health.*

**Nutrition:** *Forever nutritional supplements address a wide variety of dietary concerns. This is a \$20 billion market and growing rapidly.*

**Personal Care:** *Forever's contribution to this \$23 billion market includes products such as tooth gel, shampoo, deodorant, and skin cleanser, even laundry detergent - all based on the aloe vera.*

**Skin Care:** *People who want to improve the look and texture of their skin spend \$4 billion every year. Forever Living has a complete line of aloe vera based products that lift, tone, smooth and moisturize any type of skin, without the dangers of harmful chemicals.*

**Weight Management:** *With the recent studies showing that obesity ranks as the number 2 cause of premature deaths in America, people are more concerned than ever about managing their weight. Forever's Clean &*

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*Some people dream of success... while others wake up and work hard at it.*

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*A man to carry on a successful business must have imagination. He must see things as in a vision, a dream of the whole thing.*  
Charles Schwab

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*Only if you reach the boundary will the boundary recede before you. And if you don't, if you confine your efforts, the boundary will shrink to accommodate itself to your efforts. And you can only expand your capacities by working to the very limit.*  
Hugh Nibley

*Lean program addresses this problem head on, making this it's fastest growing product line.*

**Sonya Colour Collection:** *Women spend over \$7 billion on makeup. Forever has carved a niche in this market with its aloe vera based color cosmetics that take the guesswork out of looking beautiful.*

**Marketing Plan:** *Now that we've talked about the Company and its products, let's get to the most exciting part of the Forever opportunity, the marketing plan. This plan is designed to help everyone achieve their financial goals. Whether they desire a part-time extra income or a full-time unlimited income; whether they want to develop an international business or something local, the marketing plan is the perfect vehicle to get them where they want to be.*

**Personal Retailing:** *Income is generated in several different ways. The first is through personal retailing of product whereby distributors earn a 43% profit, plus a retail bonus of 5-18%. Distributors who choose to concentrate their efforts in this area can earn \$400-\$600 per month by spending 2-4 hours per week.*

**Team Building Bonus:** *The real potential of the plan is generated by building a team of distributors under you. By doing so, you can receive anywhere from 3-13% of their retail volume, in addition to the profit and bonus on your personal volume. There is a more detailed explanation of the marketing plan, but since we are limited to 30 minutes, I'll leave with you a CD that explains it very clearly.*

**Leadership Bonus:** *This bonus is earned by distributors for their efforts in developing Leaders, or people who build successful Teams, under them. This can generate \$300 to \$900+ per month per leader, depending on their volume and their position downline from you. This is even more exciting when you consider that there is no limit to the number of leaders you develop!*

**Gem Bonus:** *In fact, when you have as few as 9 first-generation leaders you can receive the Gem bonus. This adds up to 3% earned on the volume generated by your leaders. As you can see, this can cause your earnings to explode!*

**Earned Incentive Bonus:** *Distributors use this bonus to pay for just about anything; a new car, a home mortgage, and college tuition are among the most popular. It pays up to \$800 per month over and above the normal volume bonuses.*

**Profit Sharing:** *To me, this is the most exciting! In addition to paying all the monthly bonuses, the Company also shares its profits with qualifying distributors. Each year, hundreds of profit sharing checks are present-*

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*I have been impressed with the urgency of doing. Knowing is not enough; we must apply. Being willing is not enough; we must do.*  
Russell C. Taylor

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*Success is the sum of small efforts, repeated day in and day out.*  
Robert Collier

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*Twenty years from now you will be more disappointed by the things you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover.*  
Mark Twain

*ed. As you can see from these photos, the amounts can be incredible!*

**What do you want?:** *Now ask yourself, what do you want: more cash; a new car; education for your kids; a different home; or perhaps the satisfaction of having built something significant that has improved the health and wealth of others? Whatever it is, Forever Living can help you get there!*

**Now Ask Yourself...:** *Opportunity is recognizing that you are at the right place at the right time. To know if that's true for you right now, ask yourself these three questions. Are you satisfied with the integrity and stability of the company? Would you or someone you know use the products? Are you willing to put in a sufficient amount of effort?*

**If Your Answer is "Yes," Start Now!:** *If your answer is yes, then getting started is easy. First, you register as a distributor and purchase any one of a variety of Business Paks. They each contain a variety of the most popular products and literature (at a price discounted off even the wholesale). Second, we meet together for about an hour to review the Forever Business Planner, which is a step-by-step guide to getting your business off to a fast start. Meanwhile, you'll want to use the products in the Combo Pak in your own home. What do you say? Can we get you registered?*

### **End of Flip Chart pages**

At this point, your prospects may react in one of three ways. The way you proceed from here, of course, varies with each reaction. Here are some ideas.

- A. They agree to become distributors or want to use the product.
  1. GREAT! Sign them up, and order their Combo Pak.
  2. Make an appointment for Business Planning (within 48 hours).
  3. Leave them with CD's and brochures to review before meeting with you again.
- B. They present some objections
  1. First of all, remember that an objection is simply a way of saying, "Please give me a reason to join"!
  2. Answer each objection using the Feel-Felt-Found formula explained in another section of this training.
  3. They will usually want more time before deciding to join. Leave them with CD's and brochures to review, express your confidence in their potential, and ask if you can call them in a couple of days.
- C. They say No.
  1. Express appreciation for the time they have given you.
  2. Ask them if they would be interested in trying the product.
  3. Ask them if they would like a couple of CD's and brochures to review.
  4. Plant a grain of sand for the future.

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*Great things are not done by impulse, but by a series of small things brought together.*  
Vincent Van Gogh

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*Let us not be content to wait and see what will happen, but give us the determination to make the right things happen.*  
Peter Marshall

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*Setting a goal is not the main thing. It is deciding how you will go about achieving it and staying with that plan.*  
Tom Landry

## Working with Your New Distributors

When your new distributor signs the application, that is not the end of your sponsoring activities; on the contrary it marks the beginning. You see, everything you did to arrive at this point with your new person is considered prospecting. But at the very moment the application was signed, you became a Sponsor; and what you do during the first 30 days will determine to a very large degree the direction and duration of your new distributor's FLP career.

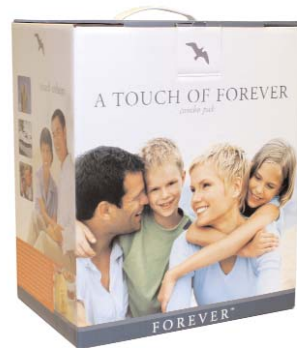
Consider this: what do you think is the most important part of a golf swing? Some may answer that it is the backswing; others may say it is the position of the club when it strikes the golf ball; or the position of the shoulders. While these factors are indeed important, they are not as critical as the follow through. In other words, what happens after the club strikes the ball is more important than what happens before it strikes the ball. When you sponsor an individual, the signing of the application compares to the striking of the ball. It's what happens from this point on that's most important. So exactly how do you "follow through" as a Sponsor?

Earlier in this Training, you were introduced to the List of Distributors form. This was designed to help keep you organized and on track with regard to your responsibilities as a Sponsor. You should stay very close to your new distributor at least as long as it takes to accomplish everything indicated on the List.

*If you stand up and be counted, from time to time you may get yourself knocked down. But remember this: A man flattened by an opponent can get up again. A man flattened by conformity stays down for good.*  
Thomas J. Watson, Jr

*The task of the leader is to get his people from where they are to where they have not been.*  
Henry Kissinger

*The older I get the less I listen to what people say and the more I look at what they do.*  
Andrew Carnegie



TOF Combo Business Pak



Clean 9 Business Pak

**Business Pak.** All new distributors should be encouraged to purchase a Business Pak. Not only does this demonstrate their commitment to the business, but also it provides them with all the product and literature they need to get started. Since it may take a few days for it to arrive, it would strengthen and speed up your business if you get into the habit of having at least one Business Pak extra at all times. This way, you can sell and deliver it to your new distributor immediately, and then place an order on the Internet for a Business Pak in their name and have it shipped to your address to replace the one you sold to them. This will still give them the credit for the purchase, and help you get a 2-3 day head start on their training.

**The FLP Business Planner.** As soon as possible after signing the application, you should meet with your new distributors for about 90 minutes to work through the FLP Business Planner. The most important part of this session is the Name List. It is critical that they identify those people whom they know, who might be interested in either the product or the opportunity. Spend the majority of your 90 minutes doing the following steps.

- 1 Put at least 20 names on the List.
- 2 Identify 5 of the 20 as those who are most likely to be receptive with a "P" for product or an "O" for the opportunity.
- 3 Decide a couple of time blocks that both you and your new distributor have available for visiting.
- 4 Together, call all 5 of the names and set appointments to visit with them. This works best if both of you are on the phone at the same time. Consider using a dialog similar to this:

New Distributor: *Hello, John! This is Adam. (Pleasantries)  
John, the reason for the call is that I was introduced to a fantastic product and your name came to mind. The person who told me about it is here with me. His name is Sam Thornton. Say hello, Sam.*

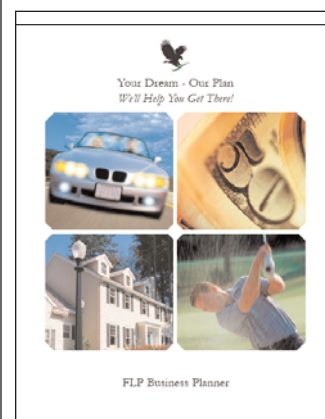
You (Sam): *Hello, John, Adam speaks highly of you and I'm glad to meet you! (Pleasantries)  
As Adam mentioned, he has been using some of our products, and is so impressed that he has decided to get involved in helping us market them. We would like to spend a short 30 minutes with you sometime soon, so that he can share his experiences with you and show you a short video, and then I can answer any questions. Would you be available tomorrow or Thursday at 8 o'clock?*

Prospect: "Well, I'm not sure. What product is it?"

You (Sam): *John, I am sure you can understand that we really can't do it justice over the phone. I will tell you, however, that the products by and large are based on the aloe vera plant and the honeybee hive, and they address a wide variety of health and beauty concerns. I assure you that your time will be well spent; may we have the opportunity to meet?*

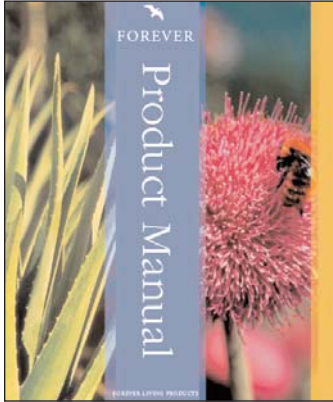
Prospect: "Well, I guess you could come over on Thursday."

New Distributor: *Great, John! Thank you very much. We will be there right at 8 o'clock. See you then.*



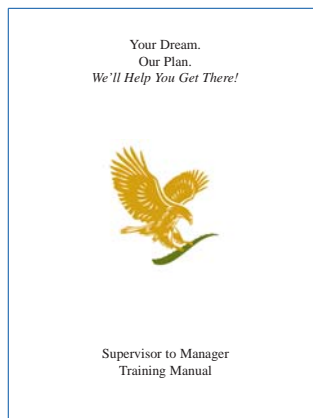
*The greatest discovery of my generation is that human beings can alter their lives by altering their attitude of mind.*  
William James

*A successful man is one who can lay a firm foundation with the bricks others have thrown at him.*  
David Brinkley

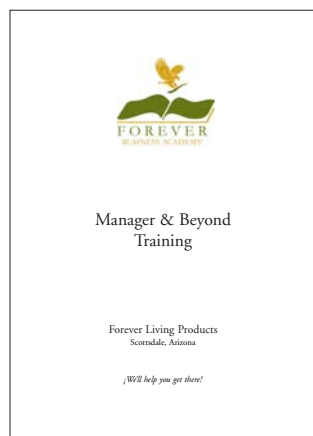


**Product Manual.** This is a tremendous tool to use in training your new Distributors on the products. After the Business Planner, go through the Product Manual page by page and give your own experiences and impressions of the products. Encourage them to write notes about the products on the various pages. Help them understand how important to their success it is to use as many of the products as soon as possible. Then, help them write out a list of the products they should start using first, and make sure they know how to use them.

**Two-to-One Presentations.** Now that you've completed training your new distributors on the basics, and have made several appointments to meet with the people on their name list, it's time to help them through their first product and opportunity presentations. You should be the *primary presenter* in their first three product demonstrations and in their first three opportunity presentations. They are going to learn how by watching you. Of course, you should encourage them to participate with enthusiastic comments and experiences, but by and large they should *observe*.



**Supervisor Plus Training.** This teaches distributors how to achieve the level of Manager. As soon as your distributors are able to conduct their own product demonstrations and opportunity presentations, they should be encouraged to participate in the Supervisor Plus Training. This can be done in several ways. They can attend a group session presented in their area; or you can work through it with them one-to-one; or they can study it on their own. The important thing is to follow up and make sure they get this important training.



**Manager and Beyond Training.** This is an exciting FLP experience! As soon as distributors achieve Recognized Manager status, they can participate at their own expense in the Manager and Beyond Training Seminar, conducted regularly at the Home Office in Scottsdale. In addition to the training and motivation, distributors spend time with Company executives and tour the FLP International office facilities. They return with new goals, greater enthusiasm and a thorough knowledge of the marketing plan incentives designed just for them. Some Managers have doubled their volume the very next month after the training. It is a two-day experience you will not want your distributors to miss!



# Business Builder Activities Planner



	Monday	Tuesday	Wednesday	Thursday
8:00				
8:30				
9:00				
9:30				
10:00				
10:30				
11:00				
11:30				
12:00				
12:30				
1:00				
1:30				
2:00				
2:30				
3:00				
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7:00				
7:30				
8:00				
8:30				
9:00				
10:00				

	Friday	Saturday	Sunday	Weekly Goals
8:00				Product Marketing
8:30				= ____ hrs.
9:00				= ____ cc
9:30				
10:00				Personal Sponsoring
10:30				= ____ hrs.
11:00				= ____ contacts
11:30				
12:00				Group Building
12:30				= ____ hrs.
1:00				= ____ contacts
1:30				
2:00				Total Commitment
2:30				= ____ hrs.
3:00				= ____ contacts
3:30				
4:00				
4:30				
5:00				
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6:00				
6:30				
7:00				
7:30				
8:00				
8:30				
9:00				
10:00				

**Notes:**





# Memory Jogger

Accountant	Day Care	Musician	Tour Guide
Actor	Dental Assistant	Mutual Funds	Travel Agent
Acupuncture	Dentist	Notary Public	Trophy Engraver
Advertising	Doctor	Nurse	Truck Driver
Aerobics Instructor	Dry Cleaning	Nursery (plants)	TV Announcer
Air Conditioning/Heating	Elderly Care	Nutritionist	Upholsterer
Airplane Pilot	Electrician	Office Machines	Veterinarian
Alarm Sales	Employment	Office Supplies	Waitress/Waiter
Antique Dealer	Equipment Rental	Optometrist	Watercraft
Appliance Repair	Farmer	Orthodontist	Wedding Planner
Appliance Sales	Financial Planner	Pedicure	Writer
Appraiser	Fireman	Pest Exterminator	Yard Care
Architect	Fishing	Pet Care	
Aroma Therapist	Flight Attendant	Pharmacist	
Art Gallery	Flooring Installation	Photographer	
Artist	Florist	Physical Therapist	
Astrologer	Food Catering	Plumber	
Attorney	Football	Podiatrist	
Auctioneer	Franchise Owner	Pool Maintenance	
Auto Mechanic	Funeral Home	Preschool	
Auto Sales/Parts	Furniture Sales	Printer	
Babysitting	Golf	Property Manager	
Baker	Government Officials	Psychologist	
Banking	Graphic Designer	PTO	
Barber	Hairdresser	Publishing	
Bartender	Health Club	Quilting	
Baseball	Health Food Store	Racquetball	
Basketball	Health Insurance	Radio Announcer	
Beautician	Hearing Aids	Recreational Vehicle Sales	
Beekeeper	Heating/AC	Rock Climbing	
Bicycle	Hobby Store	Rodeo	
Book Dealer	Hockey	RV's	
Bowling	Homeopathic Doctor	Sailing	
Bricklayer	Horses	Sales	
Bridal Shop	Hotel Staff	Sales Rep	
Bus Driver	Insurance Adjuster	School Supply	
Business Consultant	Insurance Agent	Scientist	
Butcher	Interior Decorator	Scuba Diving	
Cab Driver	Jeweler	Security Guard	
Cabinetmaker	Journalist	Skiing	
Cable Technician	Karaoke	Skydiving	
Car Rental	Karate	Soccer	
Carpenter	Kennel	Softball	
Carpet Cleaner	Landscaper	Sports Medicine	
Chef	Law Enforcement	Sports Teammate	
Chiropractor	Loan Officer	Stenographer	
Church Leader	Locksmith	Surfing	
Church Members	Manicure	Surgeon	
Clothing Sales	Marathon	Tailor	
Club Members	Marriage Counselor	Tax Specialist	
Computer Programmer	Massage Therapist	Teacher	
Computer Sales	Medical Supplies	Telephones	
Convenience Store	Meteorologist	Teller	
Cosmetic Sales	Model Train	Tennis	
Dance Instructor	Motorcycle	Tire Sales	







