

# GETTING STARTED GUIDE



Access training videos by clicking the MWR Academy link in the Biz Center or Mobile App.

## GET CONNECTED

### WEBSITES

#### Marketing:

[MWRLife.com/yoursite](http://MWRLife.com/yoursite)

[Join.TravelAdvantage.com/yoursite](http://Join.TravelAdvantage.com/yoursite)

[Free.TravelAdvantage.com/yoursite](http://Free.TravelAdvantage.com/yoursite)

#### Book Travel:

[TravelAdvantage.com](http://TravelAdvantage.com)

#### Corporate Events:

[MWREvents.com](http://MWREvents.com)

I'm registered for the next event.

### FREE MOBILE APPS

MWR Life Business

Travel Advantage™



### SOCIAL MEDIA

[/MWRLife](https://www.facebook.com/MWRLife)

[@MWRLife](https://www.instagram.com/MWRLife)

[/TravelAdvantage](https://www.facebook.com/TravelAdvantage)

[@MWRLife](https://www.instagram.com/MWRLife)

### SUPPORT

#### Sponsor Information

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

#### Upline Leadership

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Notes: \_\_\_\_\_

#### MWR Life

support@mwrlife.com

## DEFINE YOUR WHY

What you are most passionate about your MWR Life business accomplishing for you and your family?

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## TRAVEL WISH LIST

List the places you want to check off your travel wish list.

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## FINANCIAL GOALS

What are your financial goals with your MWR Life business?

### Short Term Goal: 3-6 Months

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### Long Term Goal: 3-5 Years

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## FAST START BONUSES

### 14 DAY FAST START BONUS



= \$150

Enroll 2 Elite Members in your first 14 days and earn a \$150 Fast Start Bonus.

**ENROLL 2 MEMBERS IN YOUR FIRST 7 DAYS & QUALIFY FOR A FAST START RESET**



= \$150

**7 DAY RESET**

If you earn a Fast Start Bonus in your first 7 days, you will qualify for a Fast Start Bonus Reset, granting you 7 days from the moment of the reset to enroll 2 additional Elite Members and receive an additional \$150 bonus.

Upon earning the second bonus, you are granted a final 7 day reset to enroll 2 additional Elite Members and receive a \$150 bonus for a total of up to \$450!



= \$150

**7 DAY RESET**

Please note: Plus level enrollments will reduce the Fast Start Bonus paid. See the [Compensation Plan](#) for complete details. Bonuses may vary during promotional periods.



## Make a List

**Your contact list is the most important asset in your business!**

Download the mobile app and sync your contacts. From the home screen tap the Prospector and sort your contacts as Hot, Unsorted or Unworkable. Never mark a contact Cold unless they have been taken through the complete L.I.F.E Cycle.



If you don't have access to the mobile app, list your top 20 prospects in the spaces below.

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## Learn to Invite

**An invitation is not a presentation!**

Your goal is to raise curiosity and have your prospect agree to review a tool, meet in person or attend an event. A powerful invitation consists of 3 key components.

**URGENCY ENTHUSIASM EXCLUSIVITY**

*Get with your upline leader to see what invitations work best in your market.*

**Here is an example:**

**Step 1 - Pique interest.**

"Hey did I catch you at a good time?" "Great! I only have a minute but I just found out how to save thousands of dollars on travel and earn money or travel credits for telling people about it. You have to hear about this! **If I** shared a link to a (video, website or team tool, not a full presentation) **would you** watch it right now? OK, I will call you back in a few minutes you're going to love it!"

**Step 2 - Invite to learn more.**

"What did you like most about what you saw? Great!"

*Option 1* - "I'm brand new so I want to connect you with \_\_\_, he/she invited me to this amazing company and they understand it better than I do."

*Option 2* - "Let's get together at (time) and (place) so you can learn more!"

*Option 3* - "I'm meeting up with a few people to talk about this incredible company and luxury lifestyle membership at (time) and (place). **If I** pick you up **would you** come with me?"

**If they have questions:**

"Great question. I'm new so let me connect you with the person that shared this with me."

**Curiosity Satisfied = Interest lost!  
2 minutes is too long, it's only an invitation!**

## Follow Through

**The most important step!**

There are 3 steps that you need to follow through with your prospects in order to get the best results.

**Step 1 - Share Your WHY**

Tell your prospect what you want to change in your life. They will understand why you are excited and discover reasons why they need to see the presentation.

**Step 2 - Show The Presentation**

Keep it simple and always use a tool. Examples include the presentation video, PowerPoint, webinars or team tools.

**Step 3 - Collect A Decision**

Ask your prospect the following questions and write down their answers.

- What do you like most about MWR Life? Why?
- If you could travel anywhere in the world where would you go? Why?
- What would you like more of in your life if time and money were not a factor? Why?

*Here we recommend using your upline leader for a 3-way call. The final questions are asked using your prospect's answers.*



"\_\_\_, enjoying (what they liked most about MWR Life) and 'being able to travel to (their destination) will be amazing, YES?"

They will say yes and agree with themselves.

"\_\_\_, being able to (state their WHY) will make you feel amazing, YES?"

When they say YES, say GREAT, let's get your business started!"

If they have more questions or objections use a 3rd party to help you answer them.

## Enroll

**Where duplication begins!**

Duplication is a product of education. When you follow the steps of the L.I.F.E. Cycle you are also modeling the actions that your new team members will do to grow their business. When new members get started they will immediately realize that they have already participated in the system. This familiarity builds confidence and confidence leads to action.

The enrollment process is an important educational step. Guide your members through the enrollment process so they will learn how to do the same with their new members.

**How to enroll Lifestyle Ambassadors:**

**Mobile App** - Tap Enroll Member, select an option from the list, and tap Enroll.

**Online** - Go to [MWRLife.com/yoursite](http://MWRLife.com/yoursite) and click on JOIN NOW.

**How to enroll personal customers:**

[Join.TravelAdvantage.com/yoursite](http://Join.TravelAdvantage.com/yoursite)

[Free.TravelAdvantage.com/yoursite](http://Free.TravelAdvantage.com/yoursite)

[MWRLife.com/yoursite/membership](http://MWRLife.com/yoursite/membership)

### START MEMBERS CORRECTLY

The success of your business is determined by how quickly you and everyone on your team duplicate the following steps:

- ▶ **Download the Mobile App**
- ▶ **Enroll in the MWR Academy**
- ▶ **Attend Getting Started Training**
- ▶ **Begin the L.I.F.E. Cycle**
- ▶ **Earn the Fast Start Bonuses**

**DUPLICATION OF THE L.I.F.E. CYCLE IS THE FOUNDATION OF YOUR SUCCESS!**