

Congratulations you have just joined **Team Frank**

1. Virtual Office

- a) Log on to your 5linx Representative website at www.5linx.net L_____
- b) Click on “rep logic”, enter you RIN L_____ & Password
- c) You are now in your Virtual Office
- d) Click on my profile, check your personal info and change your password
- e) Click on Reports and check your Personal Customer Report to ensure your customers are Active
- f) Click on NEWS, 5LINX TV, EVENTS to stay up to date
- g) Begin your 5LINX University courses, Complete ET, ED, ND & SVP modules
- h) Visit your virtual office daily so you can become familiar with your website. Set up your website

RIN	
Website	
Virtual Office	

2. 5LINX University

3. Qualify (see qualification worksheet) select the services and the goal is to select 20 points within the first 24 hours.

- a) Convert all your personal Services to 5Linx Services:
 - i. Cell Phone, Security System, Internet, Satellite TV, 5Linx ID Guard, Business Elite Services, GSP 10, International Convention Tickets, Cell Phone Application,

You purchased the **Platinum Services** (3points) (\$49.95)
Monthly CV, Access to My5linx App,5Linx.net E-mail address,
5Linx TV, 5Linx Web hosting, Annual Renewal, Vanguard Subs. All
reports.

5Linx Id Guard (1 point) (\$14.95)

Make sure you have the means and resources to protect yourself against identity theft. In the unfortunate circumstances of being a victim of identity fraud, 5linx ID GUARD equips you with the best insurance and legal plans possible to aid in the reclaiming of your identity. So, even in today's highly-mobile, highly-interactive world, you can rest assured that the entire spectrum of your private information is protected.

5Linx Security System (1 point) (\$29.95) ~\$200 bonus

5Linx Security Systems provided by Protect America offers quality security systems and competitive pricing to meet your home and business security needs. These products have the most flexible range of monitoring services, including cellular monitoring, broadband monitoring, or standard talking commands monitoring over landline. With our unique, lower price guarantees, you can be the confident in your choice. Sign up for 5Linx security system and get our low price guarantee, a lifetime alarm warranty, free moves program, dedicated support, and award-winning security monitoring provided by Protect America .

Business Elite Services (2 points) (\$49.95)

5Linx Business Elite Services is THE essentials toolkit for small business. This complete package includes virtually everything a small business needs to decrease costs and increase profits, including computer tech support, text marketing services, web conferencing and an exclusive VIP discount program with savings at over 150,000 locations nationwide. All these tremendous benefits- and more- for just one low monthly free!

- Text marketing includes 1 keyword & 1,000 messages
- Additional keywords are \$15 each month

GlobalLINX Premium (2 points) (\$24.95)

Unlimited local and long distance calls to both mobiles and landlines in the U.S Canada, Puerto Rico, and US Virgin islands. Plus Unlimited landline calls to 75 calling areas throughout the world including Italy, Ireland , the United Kingdom's, Japan, South Korea, China, India, French, Spain, Australia, and many more

GSP-10 (2 point) (\$24.95)

The GSP-10 is software that allows users to take advantage of all the benefits of Global Linx service, right from their computer Along, with traditional voice calls, the GSP-10 allows you to make and receive video calls to friends and family around the world through your computer. Video calls are available to any GLOBALLINX video customer- FREE

NEW IMR SUGGESTED START-UP PACKAGES

Silver Package

<u>Service</u>	<u>Points</u>	<u>Investments</u>
Membership	0	\$250.00
Platinum Services	3	\$50/mth
GSP10	2	\$25/ mth
Total	5	total \$325.00

Gold Package

<u>Service</u>	<u>Points</u>	<u>Investments</u>
Int'l Event Ticket	3	\$240.00
Text Alertz	2	\$60.00 mth
ID Guard	1	\$15.00 mth
Incl. Silver pkg	5	
Total	11	total \$315.00

Platinum Package

<u>Service</u>	<u>Points</u>	<u>Investments</u>
DTA Box	2	\$25/mth
DMV	2	\$25/mth
Data Vault.	1	\$25/mth
Business Elite.	2	\$50/mth
Text Alertz	2	\$60.00 mth
Incl. Gold/Silver pkg	11	
Total	20	total \$185.00
TOTAL INVESTMENT		\$825.00

4. Work your business everyday

- a) Host 3 private business meeting within your first 30 days
- b) Attend webinars, conference calls, and team meetings

MONDAY,

6pm – 8pm: www.SteveCarterOverview.com,

TUESDAY, 6pm – 8pm: Opportunity Meeting, Products Training

WEDNESDAY-IMR & ET Training

THURSDAY – 6pm Opportunity Meeting, Products Training

FRIDAY- 6pm Team Meeting

SATURDAY- TEAM FRANK CALL DAY

SUNDAY- C. Anthony Harris www.tinyurl.com/WGiQSP2012 /AUDIO
914-339-0029*: PIN 454-515-633#

5. Create your list of 50 names

- a) 25 Potential Customers (Red, Green, and Rotten Apples)
- b) 25 Potential Business Partners (Red, Green, Rotten Apples)

PRE-recorded info.

888-488-2584 Steve Carter
585-420-4582 Jason Guck
786-522-3605 Dwayne Johnson
585-444-5650 Spanish
55469 Steve Carter short code
585-420-4582 C. Anthony Lewis

Video Info.

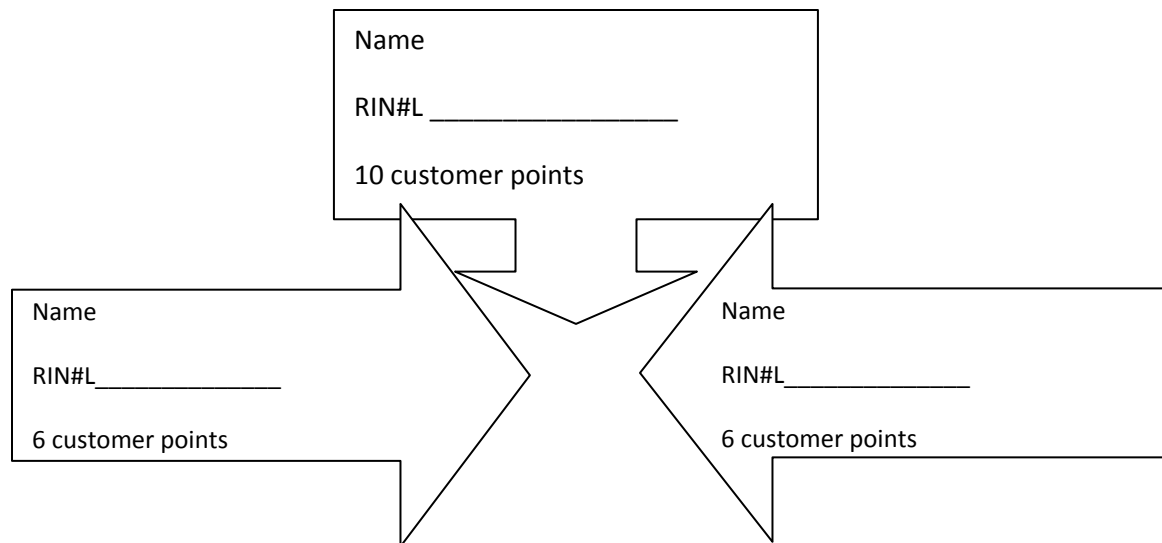
123Setsyoufree.com
Aplanbforme.com
Stevecarteronline.com
Newrepvideo.com

ET in 30 Days

Triple Your Investment and become an Executive Trainer

- a. Connect 10 customer Points in 30 Days or Less
- b. Connect 20 Customer Points in 30 days or Less
- c. Sponsor 2 Qualified IMR's in 30 days or Less
- d. Complete the ET Training Module in the 5Linx University

Congratulations!! You have just earned Your Quick Start Bonus & achieved the Position of Executive Trainer (ET)



ET in 30 days requires 10 customer points and 2 qualified IMRs. Earn \$750 in your first 30 days with 20 customer points and 2 qualified IMRs.

**All new IMRs must qualify with four (4) customer points.
One of those customers must be a GLOBALINX service.**

SELECT YOUR STARTING POSITION

A. Independent Marketing Representative (IMR)

B. Activate Your 5LINX Virtual Office Services

Platinum Service: \$49.95/month, \$275/6months, or \$500/year
(3points)

BE sure to review the following documents in the Virtual office

Document 115 First Things First

Document 116a Virtual Office Training Video and Introduction

**Team Frank, Training Center 2008 Hamilton LV NV
89106**

MY UPLINE SUPPORT TEAM

	NAME	CELL #	EMAIL
ET			
ED			
ND			
SVP			
PSVP			



MEMORY JOGGER » Who Do You Know (WHIP)?

Who do you know that has good?

(W) Work ethic, is (H) hungry, has (I) integrity, and has (P) Personal power?

Take time to go over this memory jogger. This will help you remember people who have these qualities. This is a helpful tool in creating your list.

1. Who is dissatisfied with their job?
2. Who is unhappy with their income?
3. Who is money oriented or money motivated?
4. Who owns their own business?
5. Who enjoys being around high-energy people?
6. Who quit their job or is out of work?
7. Who needs extra money?
8. Your friends.
9. Your brothers and sisters.
10. Your parents.
11. Your cousins.
12. Your children.
13. Your aunts and uncles.
14. Your spouse's relatives.
15. Your co-workers.
16. Who you went to school with.
17. Who is retired?
18. Who works part-time jobs?
19. Who was laid off?
20. Who bought a new home?
21. Who answers classified ads?
22. Who runs personal ads?
23. Who gave you a business card?
24. Who works at night?
25. Who sells Avon or Mary-Kay?
26. Who sells Tupperware?
27. Who wants freedom?
28. Who likes team sports?
29. Who is a Fund-raiser?
30. Who watches television often?
31. Who works on cars?
32. Who likes political campaigns?
33. Who are social workers?
34. Who is in the military?
35. Who do your friends know?
36. Your dentist.
37. Your doctor.
38. Your lawyer.
39. Your real estate agent.
40. Your accountant.
41. Who works for the government?
42. Who attends self-improvement seminars?
43. Who reads self-help books?
44. Who reads books on success?
45. Your children's friends' parents.
46. Who was your boss?
47. Your parents' friends
48. Who have you met while on vacation?
49. Who cuts your hair?
50. Who works at your bank?
51. Who is on your holiday card list?
52. Who is in retail sales?
53. Who sells real estate?
54. Who are teachers?
55. Who services your car?
56. Who repairs your house?
57. Who manages your apartments?
58. Who has children in college?
59. Who likes to dance?
60. Who sold you your car?
61. Who have you met at a party?
62. Who likes to buy things?
63. Who have you met on a plane?
64. Who does volunteer work?
65. Who has been in network marketing?
66. Who needs a new car?
67. Who wants to go on a vacation?
68. Who works too hard?
69. Who was injured at work?
70. Who lives in your neighborhood?
71. Who is your boss?
72. Who delivers your mail?
73. Who calls you at work?
74. Who handles your gardening?
75. Who watches your children?
76. Who attends your church?
77. Who do you meet through your friends?
78. Who tailors your clothes?
79. Who wants a promotion?
80. Who is overweight?
81. Who is health conscious?
82. Who is wealthy?
83. Who has a lot of friends?
84. Who exercises regularly?
85. Who has allergies?
86. Who is in the health care field?
87. Who is in a Chamber of Commerce?
88. Who is a go-getter?
89. Who is an entrepreneur?
90. Who haven't you listed yet?

Responses to Common Objections

1. I am happy with my current provider.

Reply: That's fine, I can offer you all the same services and a better rate.

Close or Next

2. I do not want to be billed separately.

Reply: You will get one bill from our company, GLOBALINX.

Close or Next

3. Do I have to dial extra numbers?

Reply: Nothing changes; you don't have to do anything differently

Close or Next

4. Is there a service charge?

Reply: No, you pay one low rate of \$24.95 per month regardless of how many calls you make.

Close or Next

5. I don't want companies hassling me anymore.

Reply: I know how you feel! I can stop the hassles by taking your name off their marketing list.

Close or Next

6. I really do not spend very much on long distance.

Reply: That's ok; We even have an unlimited local plan for \$24.95 a month.

Close or Next

7. I already get unlimited local and long distance.

Reply: That's great. I can offer the same with no Conditions and you will be helping me out.

Close or Next

8. Will it cost me to switch?

Reply: No, there is no charge to try our service.

Close or Next

9. I have tried other companies and I experienced Problems.

Reply: We have millions of happy customers and I will be available if anything comes up.

Close or Next

10. What will it cost me?

Reply: It will cost you less than you are spending now.

Our rate plan is simple - it's 24.95, 24 hours a day and 7 days a week and you can talk as long as you want.

Close or Next

11. I just changed my long-distance service last week?

Reply: That's ok, people change all the time. Now you can save money or help out a friend?

Close or Next

Your response after the objection is always the same -

Just try it. I would really appreciate your help - it would mean a lot to me!

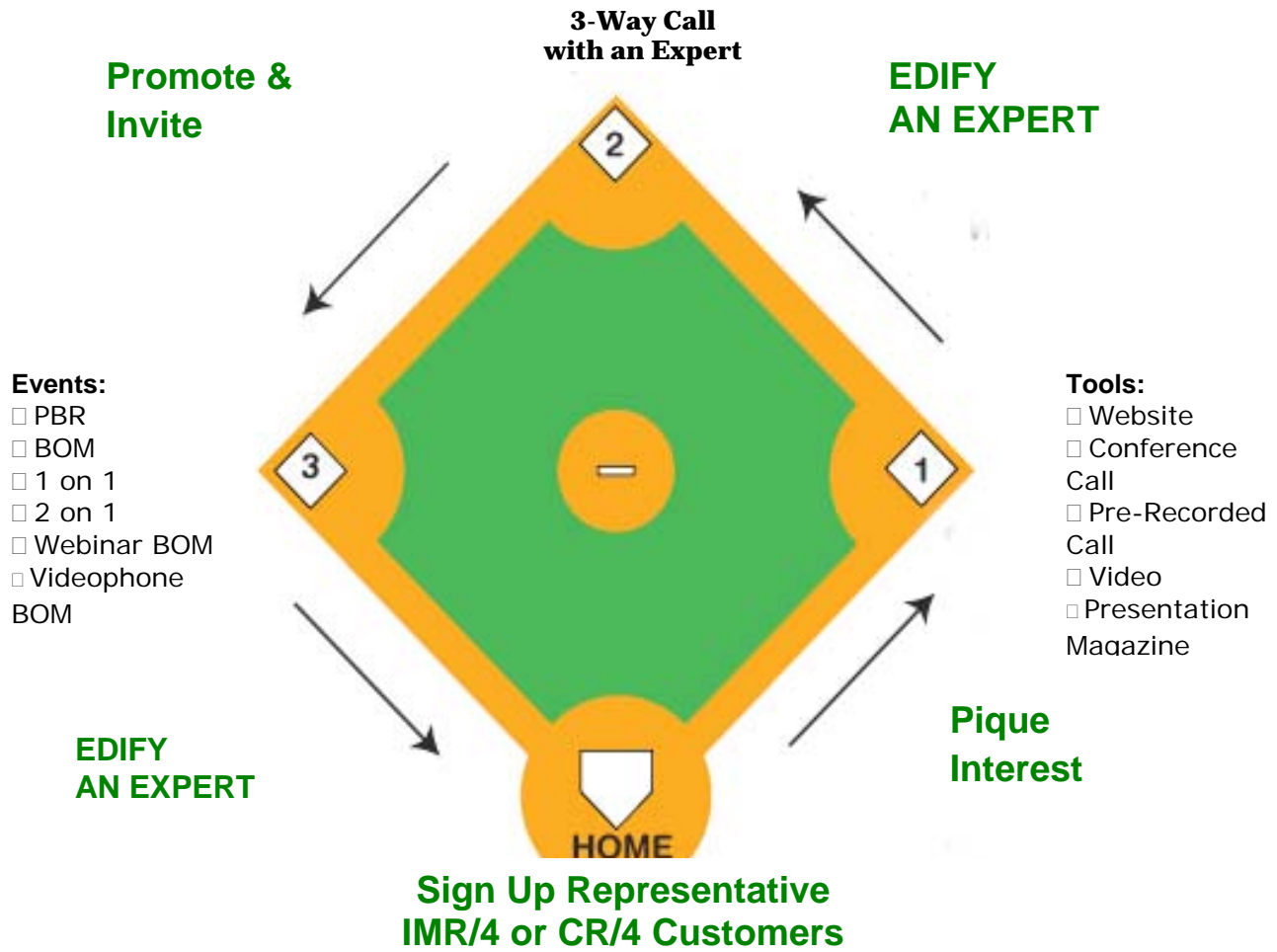
POTENTIAL CUSTOMERS >> 24 HOUR ASSIGNMENT

	<i>NAME</i>	<i>CELL NUMBER</i>	<i>EMAIL</i>
<i>1</i>			
<i>2</i>			
<i>3</i>			
<i>4</i>			
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Develop your list of potential; customers. Write down a list of all the people you know that would be interested in saving extra money on the monthly bills they pay (minimum of 25 people)

Playing Baseball with WGI

Understanding The Recruiting Process



Home Plate to 1st Base	You Pique the interest of your Prospect by offering them a tool
Arrive at 1st Base	Your Prospect has arrived to 1st Base after they have completed one of the tools
1st to 2nd Base	Edify an Expert and schedule a 3-way call with that expert
Arrive at 2nd Base	Only once your prospect has completed a 3-way call with an expert
2nd to 3rd Base	Expert will share their story with the prospect, then invite them to an event
Arrive at 3rd Base	Your prospect is now attending one of the events listed on 3rd base
3rd to Home Plate	Your prospect is now enrolling into the program
Arrive at Home Plate	CONGRATULATIONS! Your prospect is now a member of your organization.

Launch your first grand opening (Home Presentation/
PBR) with your upline executive within your first 5-7 days.

Tip: Have at least 3 Grand Openings in your first 30 days!

Show 123setsyoufree.com

PBR Invite List

	<i>Name</i>	<i>Number</i>	<i>3-Way?</i>	<i>Attending?</i>
<i>1</i>				
<i>2</i>				
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Goal: Get at least 20 Customer Points

For prospects that are not interested in being a partner

But say “YES” to becoming your customer

Once they’ve said “YES”

Find out how many services they are willing to try.

24 hours, **Check the Status of Your Customers**

Go to your Virtual Back Office at www.5LINX.com

1. Click “Login” (Top Right)
2. Enter Your ID & PIN (Your default PIN is the last 4 digits of your SSN#)
3. Click “Reports”
4. Click the drop down menu
5. Click “Personal Customer”

Be sure all of your customers information appears

Verify the status next to all your customers shows,
“ACTIVE”

Get Prepared

A . Write Down your WHY for doing the business; it keeps you focused through the tough times!

B . MAKE A MASTER LIST OF EVERYBODY! List of names--minimum 100

C . Know your Business Plan and first Goal 20 Customer Points and 2 Qualified IMRS = \$750.

Get Customers

D . Get 20 Customer Points to become PROFITABLE and start earning commissions.

Get Business Partners

E . Schedule your Home Meeting ([PRINT PBR Outline](#)) within 5-7 days of your Start Date. Get ahead of 95% of the crowd and schedule 1 meeting a week for the first 4 weeks.

F . When Piquing Interest and Inviting Friends remember YOUR GOAL: Don't Try to Explain? (Keep it simple and remember the? MOVIE PREVIEW EXAMPLE? Curiosity kills the cat)

Get Trained

G .Login your virtual office [Click here](#) and begin your 5LINX University Training. The next team training conference call is on Sunday @ 9PM EST, 8PM CST, 6PM

PST.

[see conference calls](#)

H . GET REGISTERED FOR THE UPCOMING NATIONAL CONVENTION:

CONFERENCE CALLS

These numbers were created to assist you in building your business. Save the numbers you choose to utilize in your cell phone so when the right time comes you can have them readily available.

Pre-Recorded Pique/3way Calls : [\(Available 24/7\)](#)

Co-Founder :

Jason Guck : [585-420-4582](#) *English*

Field Leaders :

Dwayne Johnson : [786-522-3605](#) *English*

Carlos Bauta : [786-522-5305](#) *Spanish*

Training Team Calls :

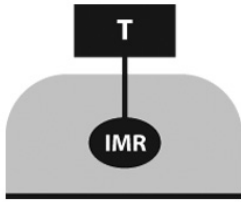
(Check your email for dial in numbers)

IMR & ET Basic Call : Sunday 9PM EST, 8PM CST, 6PM PST

ED & ND Call: Sunday 9PM EST, 8PM CST, 6PM PST

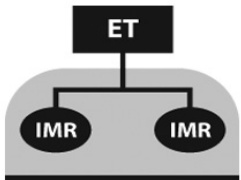
Builders' Call : 10:30PM EST, 9:30PM CST, 7:30PM PST

Monthly Co-founder Update Call: [712-432-1085](#) Pin: 953060#



Trainer

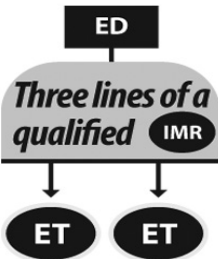
- Four (4) customer points (one on GLOBALINX®) or 8 customer points on any service (no product requirement)
- One front-line qualified Independent Marketing Representative
- \$50 Bonus if completed in first 30 days



Executive Trainer

As an Executive Trainer you must acquire and maintain:

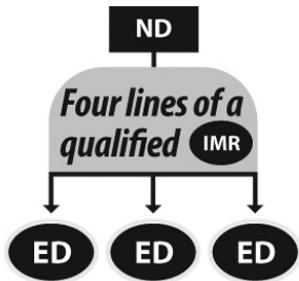
- Ten (10) Ten personal customer points
- Two (2) Two directly sponsored and qualified IMRs
- Completion of 5LINX University ET Preparation Module.
- \$200 Bonus if completed in first 30 days
- \$100 Bonus if completed in first 60 days



Executive Director

As an Executive Director you must acquire and maintain:

- Fifteen (15) personal customer points
- Three (3) separate lines of a qualified IMR
- Two (2) separate lines of at least one (1) qualified Executive Trainer.
- Completion of 5LINX University ED Preparation Module
- \$750 Bonus if completed in first 60 days.



National Director

As a National Director you must acquire and maintain:

- Twenty (20) personal customer points
- Four (4) separate lines of a qualified IMR
- Three (3) separate lines that have at least one (1) qualified Executive Director.
- Completion of 5LINX University ND Preparation Module.



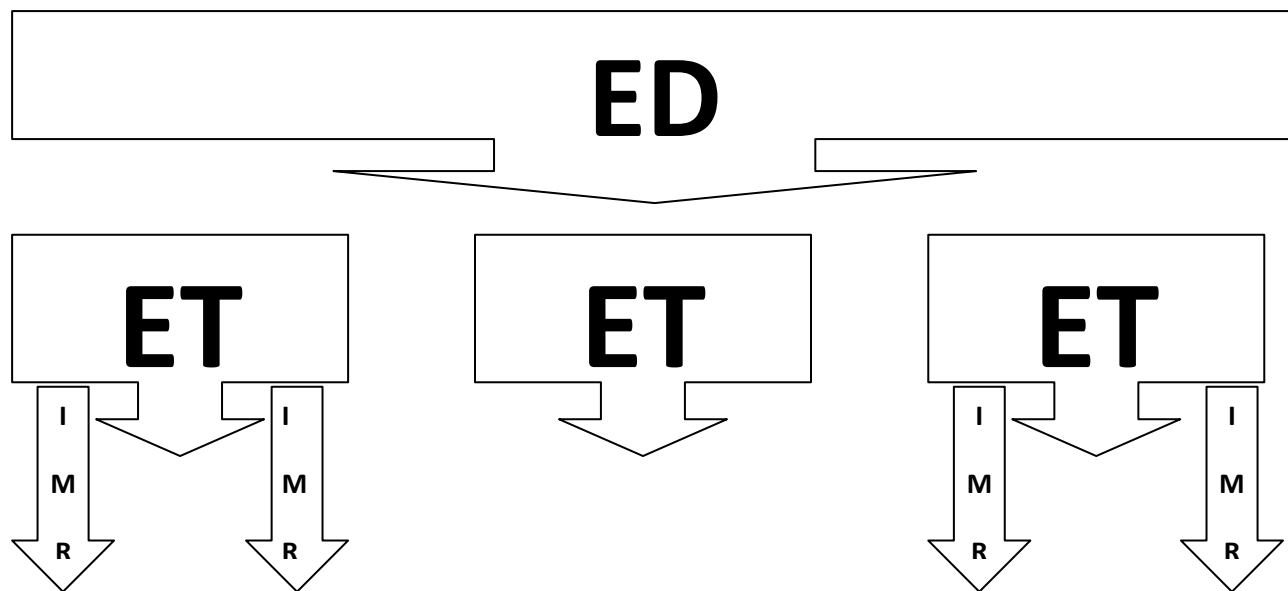
Senior Vice President

As a Senior Vice President you must acquire and maintain:

- Twenty five (25) personal customer points
- Five (5) lines of a qualified IMR
- Three (3) separate lines that have at least one (1) qualified National Director.
- 2,000 Residual Customer Points in ND and First Generation ND organization.
- Completion of 5LINX University SVP Preparation Module

ED in 60 Days

You are now a qualified Executive Trainer. Now assist 2 separate IMR's to become ET's. Once your ET are's confirmed, assist them in gaining 2 of their own IMR's. You have just promoted yourself to Executive Director.



Each IMR must have a total of 10 customer points to move up to ET. Each IMR must have a total of 6 point under the ET's to qualify.

How to Set Up An Effective Home Meeting

The purpose of a home meeting is to expose a LARGER AMOUNT OF PEOPLE at ONE time!

- Team Frank's Training office is available for home meetings 2008 Hamilton Las Vegas, NV 89106
 - Your goal should be 15-20 people at your first HOME MEETING!
 - invite double the amount of expected people and create value
 - Build Value by inviting guest to an exclusive and intimate meeting to introduce Frank Hawkins and Team Frank.
- Get them to RSVP with the ideal that if they cannot attend their spot will be given to someone that can.
- Give your list of confirmed attendees to your Senior Partner at least a day before the meeting