

## Sample Monday Night Training -Outline (strictly 1 hour)

1. Motivational Saying e.g. “Winners Never Quit, Quitters never win!” – Change every week.
2. Welcome everyone.
3. Product
  - a) Recognition - always recognise people for their efforts.
    - Congratulations for making it to training.
    - Who bought products this past week? - Congratulations
    - Who brought guests tonight? - Congratulations
    - Who is coming to Bloemfontein? - Congratulations
    - Any new Managers? - Congratulations
    - Any new Senior Managers? - Congratulations
    - Any new Directors? - Congratulations
  - b) Products (Talk about 3 different products every week - give the people homework to go and read up on a product - eg. Super 10 or LDC or Aloe Vera Plus, etc..
    - Aloe Vera Gel ) These are this weeks products. An idea is to allocate
    - Formula IV ) each product to a different person so that everyone gets
    - Bath & Shower Gel ) a chance. This way we learn the products.
4. Why use your own products – ask you team members to suggest answers...  
SOME ANSWERS: - Highest quality on earth; cost effective; get PV for using them; to build believability; If we don;t use our producs why should our team? To support our own business; because we get paid a commission on them --- and so on.
5. Notices: Read out the events and other info for the future. [www.etwc.co.za](http://www.etwc.co.za) is useful.
6. TEACHING TOPIC FOR THE EVENING.  
Eg. How do I become a manager?  
How do I become a senior manager  
How can I order products?  
How do I collect names?  
How do I invite people to a meeting?  
How do I help someone sign the forms?  
How are the bonuses calculated?  
What is the point of PV? What is the PV bonus scale? (0% to 25%)  
What is the Eagle Team - what are it's benefits?  
What is "Foster Sponsoring" and the "Foster System"?  
How can I build GNLD 'out of town'?  
How can I sign someone up in a foreign country.  
And so on - many topics.
7. Motivational Close. Ask some one to close the training with something motivating.