

Welcome to the ZamZuu and LTV Family!



**FOLLOW THE SYSTEM AND
SUCCESS WILL FOLLOW YOU!**

Congratulations on starting your Zamzuu business!

In the next 24 hours

Step 1: Identify your "WHY" – Why are you doing the business? This should be specific and compelling to you.

Step 2: Create a list of your Power 10 and share with your Power Team Leader. Look for individuals with WHIP appeal! **W**ork ethic, **H**unger, **I**ntegrity, **P**ersonal Power

Step 3: Invite this list of Power 10 to jump on a broker/rep conference call. See schedule below under important tools & resources or visit online @ www.leadersofteamvision.com.

Step 4: Call into the 8:30 p.m. ET nightly test drive. Dial 1-212-461-5800 pin 88000# with your computer in front of you. You can also take the website walk through on www.zzsecret.info. Get to know your products!

Step 5: Make a list of at least 25-50 people who you want to bless as a free agent. Invite them on the test drive or website walk through to show them value of what they got for free.

Step 6: Purchase a domain name from godaddy.com. You will need both a .com and .info or .biz.

In the next 30 days

Step 1: Have your first Grand Opening Showcase or PBR (Private Business Reception) within your first two weeks, and have two more options available for the next 30 days. Set a goal to invite at least 50 people!

Step 2: Attend the 8:00 p.m. ET Wednesday or Sunday "Getting Started Right Call." Dial 1-712-432-0075 pin 616416#.

Step 3: Attend next training event being offered (I.e. Super Saturday or weekly team meeting). See www.leadersofteamvision.com for the schedule.

Step 4: Order your business cards & a day planner to track your contacts & activity.

Step 5: Go to facebook.com/zamzuu.com to stay plugged in and utilize facebook as a tool for exposing your facebook friends to zamzuu.

The Invitation

(Posture is important, do not beg or convince, NO means next.)

Call right before conference call and say this: *Do you have 15 minutes? I think I've found a way to make a fortune on the internet, if you hold on I want to let you listen to something.*

I'm very excited because I now own an e-commerce business center that allows me to cut the middleman out of my travel, retail, restaurant purchases, and practically everything I buy online! It allows me to break the bank when I shop and when people I know shop. When will you have 20 minutes in front of a computer?

When in the next 24-48 hours do you have 15 minutes in front of a computer? I've got to show this to you! [Wait for a response] Great, I'll give you a call at (set time). By the way, I'm working with (mentor's name) and he/she is an expert in this business. In fact, he/she helped me get set me up with my business. Since I'm just getting started, I don't want to mess this up for you. I want you to hear it the same way I heard it. She/he will explain everything.

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LESS IS MORE. The less you say during this process, the more money you will make. Let your power team leader do the talking for you. If they ask you questions, say "That's a great question! We will answer that question when we talk at (ENTER THE DESIGNATED TIME)."

3 Way Calls & Edification

Edify and complete a 3-way call whenever possible. Your mentor is here to support you as you share the ZamZuu opportunity. During a 3 way call, your mentor can help to enroll your prospect and answer questions. Edification is a VERY IMPORTANT tool as you build your business. Your power team leader will give you specific information to use when edifying them. Please remember to listen quietly as your mentor completes the call.

Edification Script

I'm working with, _____. He/she is very successful in our business. He/she is also a part of an esteemed group of people being mentored by the chairman of the company to millionaire status. He/she is helping a lot of other people become successful and loves to have fun. I'd like to introduce you to him/her so we can discuss how you can benefit from owning your own ecommerce business.

Memory Jogger WHO DO I KNOW WHO...?

1. I respect and look up to
2. Shows genuine concern for other people
3. Is active in their church
4. People always seem to like and has a great personality
5. Does personal counseling, such as church leaders, doctors, lawyers, etc.
6. Is in clubs and various group organizations or active in civic affairs
7. Is in a teaching position in a school or business
8. Deals with the public, such as policemen, fireman, city officials
9. Is in a management, supervisory, consultant, or trainer capacity
10. Is ambitious, aggressive, and on the go
11. Has children just starting junior high, high school, college
12. Owns their own business or is entrepreneurial minded
13. Holds very responsible positions that are causing stress and pressure on them
14. Is considering a new profession or changing jobs, or recently changed jobs
15. Has talents but is held back
16. Just started selling or is an experienced direct salesman
17. Relies on ideas for his livelihood – authors, designers, promoters, advertisers
18. Has been able to get started or failed in business, but still has strong desires
19. Is going to college, business school, trade school, etc. or just graduated
20. Was recently married or is about to get married
21. Is the head of an organization
22. Constantly wins awards or is acknowledged by their community
23. Is the life of the party
24. Loves to shop
25. Likes to entertain and is a social butterfly
26. Will never quit and feel their goals are bigger than any current obstacle
27. Is always on the go/loves to travel
28. Is retired and looking for something to do
29. Looking for a tax break
30. Wants to start their own business
31. Is in real estate, mortgages, insurance or network marketing

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Important Tools and Resources

Training Conference Calls and Webinars:

- **Getting Started Right Call**
Sundays & Wednesdays at 8:00pm ET (712) 432-0075 pass code 616416#
- **The View Call**
Monday – Friday 7:30 am ET (712) 432-0075 pass code 855835#
- **Inspirational Morning Vitamin (IMV)**
Monday – Friday 7:45am ET (712) 432-0075 pass code 156490#
- **The Director Factory**
Fridays 10:30 pm ET (712) 432-0075 pass code 855835#
- **Jetset Morning Calls**
Monday – Friday 8 am ET (212) 461-5800 pass code 77000#
- **M3 Millionaire Mind Monday**
Monday s 10:30 pm ET (641) 594-7505 pass code 601340#
- **Leadership Call with Team Vision Leader Jerome Hughes**
Wednesdays 11 am ET (712) 432-0075 pass code 616416#
- **Leadership Webinar with Dean of Zamzuu University Chris Cokley**
Saturdays 9 am ET - Register at www.thedeansoffice.biz

Opportunity Calls and Webinars:

- **Broker/Rep Opportunity Overview Calls**
Monday – Thurs: (712) 432-0075 pass code 616416#
10 am ET – Leaders & Ladies of Team vision **(Bonus Call on Friday & Saturday)**
12 pm ET – Team Work Jil Greene **(Bonus call on Friday & Saturday)**
9 pm ET – Darren & Chandra Orr
1030 pm ET – Win Big
- **Leaders of Team Vision Broker Opportunity Overview Webinars**
Monday – Friday 9:30 pm ET Plus Bonus Webinar on Sundays @ 9:30 p.m. ET
Register at www.leadersofteamvision.com
- **Free Agent Opportunity Test Drive**
Monday – Friday 8:30 pm ET (212)-461-5800 pass code 88000#

Team Websites:

- www.leadersofteamvision.com

Your Websites:

- www.zamzuu.com/useridnumber - This is your ecommerce-booking engine where your clients/customers can go to shop for products and services.
- www.zamzuu.biz/useridnumber - This web site is used to showcase the opportunity for prospects to become brokers who give away free agent sites and reps who sell the broker opportunity.
- <http://my.ytb.com> – Log in portal for rep and broker back offices.
- <http://my.zamzuu.com> – Ecommerce Business Center back office login.

Zamzuu Representative Support: Toll free 800-243-4450 (Mon-Friday 8 am – 8 pm ET)

Your Power Team Leader _____

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Your Coach's Corner Mentor _____

Your 1st Upline Director _____