



YOU MUST GET QUALIFIED TO MAKE MONEY

By Mr. Byron Nelson

To build a successful and thriving organization you must first understand and religiously follow the three laws that are the foundation of your business and every move you make. Write these laws down and never deter from them.

LAWS FOR SUCCESS

1. Make Money. We Don't Work For Free
2. Make Money. We Don't Work For Free
3. Make Money. We Don't Work For Free

Now that we've established the laws, we must understand how to fulfill and apply the laws. To make money you must first be qualified to make money. You must understand that no money transpires until you are qualified. Let's first establish "I, being you and you being me" so when I use "I" I am referring to you being me.



Let's get started. The laws of success require action steps that stem around the concept of always being RESULT-ORIENTED! I need to know the actions needed to MAKE MONEY as soon as I feel out the application! If I want to make money I would complete each of these tasks in a maximum of 48 hours. Signing up new business partners is the easy part! Getting customers is the hard part! But, also where the money lives! Because one must acquire customers to get qualified to make money. So let's discuss the what, why and how of getting qualified.

GETTING QUALIFIED TO MAKE MONEY – WHAT, WHY AND HOW

We need you to truly understand what is being asked, why it is so important and how to accomplish in a timely and effective manner.

What Getting Qualified Means

Getting qualified means acquiring 5 points. I would be unstoppable in the quest of acquiring 5 points. This will be my most important act when I first start. Nothing else should happen until this task is complete! This is what will teach me where the work lives and how to make the time to do it. What you will find is that it is easy to share the opportunity, but it is going to take focus, time and a learning curve to understand the money doesn't live in bringing people into your business, but in teaching them how to acquire customers!

Why I Should Get Qualified

Why I would get qualified is so that I do not have to find out the hard way that the only way I am going to get the support needed is until I get qualified. Until then no one is going to take me seriously. Why is because I can't expect anyone else to get qualified until I know how to show them how to do it. Why is because I am going to learn my products and services being offered by getting the majority of them myself and seeing how to sign them up. This will not only show me how to sign up customers. But, I will also learn the benefit of my products and services! Me, being my first customer will help me establish a presence. Why I would do this first is because I will learn how significant this is to the essence of what my profession is, which is acquiring new customers! Why because I will come to know that the organization that has the most customers will

The organization that has the most customers will make the most money!



make the most money. I will learn all the pitfalls in signing up customers so I can be excellent in dealing with other customers as I sign them up.

How to Get Qualified

I need at least two preferred customers and an All Access Pass! I first need to look at all of the services that I currently have that my company has to offer. It is ridiculous to not sign myself up on my own services!

I would first establish that a new cellular phone service equals 2 points, local and long distance equals 2 points, the video phone digital service equals 2 points, DirecTV satellite cable equals 2 points. Each of these products is considered a preferred customer.



If I acquire two preferred customers within my own household they must be different preferred customers; meaning video phone and cellular or local/long distance and DirecTV. In addition, the digital adapter service equals 1 point, long distance by itself equals 1 point and an All Access Pass equals 1 point.

I need a minimum of 5 points within an hour of paying my registration fee to do the business to start getting paid. I would get the customer order entry 800 number for all landline phone customers to be signed up on either local/long distance or just long distance by itself. That customer order entry number is 1-866-864-3822.

Local/Long Distance Services

Remember in signing up local and long distance, if you or another client has a bundled plan with DSL or cable you can only sign them up on long distance. Because their DSL is connected to their local and you can mess up their phone service by signing them up in the wrong manner. There is nothing worse than having a friend without service and mad at you. Also you want to check if they have a PIC freeze from their current provider. This can also create a problem. If they have a bundled plan you do not want to inconvenience them to have to wait for a modem and have their current service shut down in the interim. So please learn the proper procedure.

Online Service Sign-Up

To sign up for all wireless and digital service I can do that online at www.myacn.com and take the initiative without waiting for someone to hold my hand.

I need to remember that the more I do without help, the more help I will probably get! After I sign up myself, I need to identify 5... Did I say 5? Yeah! I said 5 people that love me just because I am me. Then I need to identify exactly what services they have IN THEIR OWN NAME! Once I identify the ones that will support me, then I need to know how many services they have that I can offer them.

SHORT TERM & LONG TERM GOALS

I must remember to never forget my goals. These goals are at the fore-front of my success and must be duplicated throughout my organization to truly manifest the three money-making laws of success. These goals are as follows:

1. Acquire 5 points to get me QUALIFIED!
2. Acquire 20 points to get me my money back!
3. Acquire 50 customers to qualify me as a true leader that in leading by example will generate me a large customer count throughout my entire organization!



The Matrix Group



What I need to be conscious of is that initially I am counting towards 20 points. However, you must understand that you will never get paid on every level until you have a minimum of 40! 50 is the winner! My ultimate goal is "50" customers! Not points, but customers!! Never let your minimums be your maximums!

Remember our ultimate goal is to make money. The principles and methods discussed above will allow us to accomplish that goal.