

Saturday Business Presentation/Training Meeting



What

- A business presentation followed by a training event. This an opportunity for individuals that can not attend a BP during the week. Your goal is to sign up new representatives and immediately train them, and train any representatives that joined your organization during the previous week.

Why

- ForEarth Business Presentation events coupled with Saturday training events are a critical element in the URH system. We encourage you to initiate them as soon as possible. Why? Because it's extremely important to equip your reps with enough of the facts so that they can begin to build their organization and acquire customers.

When

- Saturday morning
- Beginning BP/Quick Start at 9 a.m. or 10 a.m. (1hr)
- Break for 15 minutes.
- Training should last approximately two hours.

Where

- The training should be held at your hotel location as soon as it is economically feasible and your team members are committed to supporting the events with their time and money.
- Otherwise, dedicate space in your home or office (if permissible) to host a group of people. Once again, you must keep distractions to a minimum (i.e. pets, kids, TV, etc.)

How

- The upline expert and presenter should be qualified to present the business and train.
- Start with the business presentation.
- Quick start training should follow. Get professional training presentation materials from your upline.
- Training should consist of business building tools only.
- List.
- Peak/Edify.
- 3 way call.

- PBL
- Two on one meeting.
- Positioning the product.
- Handling objections opportunity/product.
- Meeting etiquette (how to utilize and participate properly in an event).
- The ultimate goal is for you to become a presenter at a Business Presentation, and to be the person providing the training. That is probably a scary thought for most of you. Public speaking is regarded by many as something they would be anxious about. The format of the Saturday event helps emerging leaders find their way to the front of the room.
- All of our tools are designed to create leadership including the Two-on-One meeting, the 3-Way call and the PBL. If you follow the system you are never alone, you can earn while you learn.
- Take the first step which is always the hardest one. GET INVOLVED!
 - Hosting training classes.
 - Doing a testimonial (personal success story)
 - Doing a simple or more in depth training on a particular subject.
 - Giving part of or all of a business presentation or a training event
 - All of you have leadership qualities inside of you. All of you can do it .You can teach others to maximize their potential in life and in business. This opportunity truly is a personal growth program with a compensation plan attached to it. Go for it!