



# GETTING STARTED



## YOUR NEXT MOVE

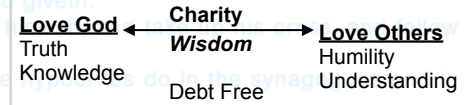
- Enroll in StopLightGO
- AÇAÍ+ Pack:
  - Dragster  Cruiser
- Subscription Signup
- System Signup: R3G, TeamFHC

## YOUR LINE OF SPONSORSHIP (LOS)

Name	Phone	Rank
1. _____	_____	Sponsor
2. _____	_____	Silver
3. _____	_____	Gold
4. _____	_____	Diamond

## STEP 1: MINDSET

Using Wisdom allows us to bridge the connection between Truth and Love:



## STEP 2: GOD'S WILL FOR YOUR LIFE

### A. WHAT IS YOUR "WHY" THAT MAKES YOU CRY?

Charity / Mission Trip / New Home or Car / Pay Off Debts

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### B. COMMIT YOURSELF TO...

- |                  |                    |
|------------------|--------------------|
| 1. Be EXCITED    | 3. Be HUMBLE       |
| 2. Be CHARITABLE | 4. Be DUPLICATABLE |

## STEP 3: SET GOALS AND COMMITMENTS

Set a goal to become an OWNER MAKER in the next 30 days

1. Date to become a **OWNER**: \_\_\_\_\_
2. Date to become a **OWNER MAKER**: \_\_\_\_\_
3. Date to become a **SILVER**: \_\_\_\_\_
4. Date to become a **GOLD**: \_\_\_\_\_
5. Date to become a **SAPPHIRE**: \_\_\_\_\_

Register for Next Event: \_\_\_\_\_

## STEP 4: BUILD A LIST OF 10 PEOPLE TO SHARE HOPE

Name	Phone
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

Name	Phone
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

## STEP 5: Helping Others (Qualify→Invite→Taste→Share→Party)

### Family/Good Friend/Acquaintance/Co Worker:

"Hey \_\_, this is \_\_. **Qualify**...Great, Lets get together."**I.T.S.**

### 3-Way Call

"Hey \_\_, this is \_\_. You don't know me, but you know \_\_. We are sitting here discussing some ideas and your name came up...**Qualify**...Great, let's get together."**I.T.S. or Party**

### Total Stranger/Random Act of Kindness

Say, "Hello, How are You?" to everyone within 3-5 feet.

If they grunt, "Here is a gift for you"...**Tract/Next!**

**Engaging:** "My name is \_\_\_\_" Ask about family/work. **Qualify**

**Qualify:** "Can I ask you a crazy question?...This may or may not be for you, but I know a way we can help some people and make some residual income, would you like to hear the details?" No=**Next!**

**I.T.S. (IN-PERSON)** (Compliment) "This might be a shot in the dark, but most people today would like to create a legitimate, on-going, residual income. I heard about this AÇAÍ+ juice...my friend is making about \$10k a month simply sharing it with other people...it's helping people look good, feel good..."

here have a taste...[Shake & pour 2-4 oz/person]...Do you ever think about a residual income?...Do you or anyone you know have any aches or pains they'd love to finally get rid of once and for all?...[No: "Here is a gift for you"...**Tract/Next!**]...Have them sign-up with your QR code. Give Shaker bottle, 12 AÇAÍ+ sticks, AÇAÍ+ brochure & **Tract**. Do NOT let go till they commit to taking the product 3/day...**P/R**

**P/R (Place/Replace):** "When you Sign-up, you will replace the shaker & 12 AÇAÍ+ sticks back to me". **Party!**

**Tract:** Make a commitment to hand out tracts to anyone and everyone you encounter. Always spread H.O.P.E. to all! Be sure to add **your** referral code and www.teamfhc.com website to the tract!

**Party (Tasting Party):** (I.T.S. is offered at all home tasting parties) Invite them to the next home tasting party. Follow up with email/text and give the details of what, where and how to attend. ALWAYS, ALWAYS BAMFAM (Book a Meeting From A Meeting)!

## STEP 6: SHOW THE PLAN (STP)

1. Share H.O.P.E. at least 1-2 times a day
  - ✓Contact ✓Qualify ✓I.T.S. ✓Place/Replace
2. Schedule 3-5 one-on-one's with each new Driver, then Schedule 2 home tasting parties
3. You are looking for people who want to:
  - Honor **TRUTH**fulness, Love **HELP**ing Others,
  - Have lots of **FUN**, Feel **BETTER** physically,
  - Desire to be **DEBT FREE**

## STEP 7: FOLLOW-UP & FOLLOW-THROUGH

Get back with your prospects in 3-4 days (12 sticks/3 per day).

- The two most common concerns: "I have no money and no time".
  - A great response would be: "I know how you feel and I felt the same way. I too was sick and tired of \_\_\_\_\_, etc... I hoped there was a better way because if I didn't fix \_\_\_\_\_, it would cost me \_\_\_\_\_, etc... (Pain points). So the obvious solution would be to do something about it. That's why I got involved in **The HOPE Movement**. It gave me the ability to H.O.P.E. physically, financially & spiritually... By blessing others, I was blessed. Ready to get started now?"
- Get them to your next event: One-on-One, Zoom Call, Tasting Party

## STEP 8: ASK TO GET STARTED

**Most people will not ask to get started.** Ask them which decision makes the most sense so you can lead, guide and direct them.

1. Ready to get started
2. Need more information
3. Interested in just using the products

## Go Giver Program

The Go Giver Program is for those who share HOPE at least 15 times a month. They focus on sharing HOPE daily. There are special rewards to anyone who achieves sharing HOPE at least 15-30 times per month...or more.



# Building Biblically



## 1. Love God With all Thy Heart, and With all Thy Soul, and With all Thy Mind (Mat 22:37)

- A. "This is the first and great commandment." (Mat 22:38)
- B. Speaking to the church of Ephesus, "Nevertheless I have somewhat against thee, because thou hast left thy first love. Remember therefore from whence thou art fallen, and repent, and do the first works..." (Rev 2:4-5)
- C. In these days, unfortunately, we prioritize last works not **first** works, 1. Love God and 2. Love Others

## 2. Love thy Neighbor as Thyself (Mat 22:39)

- A. "On these two commandments hang **all the law and the prophets.**" (Mat 22:40)
- B. "And though I bestow all my goods to feed the poor, and though I give my body to be burned, and have not charity, it profiteth me nothing." (1 Cor 13:3)
  - a. If not for "out of love for God & Others", every charitable work you do...**is for nothing**
- C. The Purpose of our Team is to Love God & Love People with Charity. (Mat 22:37, Mat 22:39, 1 Cor 13:13)

## 3. Pray, Study and Ask for the Revealing of God's Will for Your Life

- A. Write it down. Keep praying and asking. If it's right, do it. If it glorifies God, do it. But, never let the "means" justify the "end". Do all to the glory of God. (Rom 8:28, 1 Cor 10:31, Col 3:17, Matt 7:7, Luke 11:9, Jas 1:5, Ps 32:8, 37:23, Isa 30:21, 58:11)
- B. Being impatient will further you faster from God's will than anything. (John 16:13, Dan 10:12-13)
- C. "Fleece" (test) - Ask God to show you right and wrong by asking for specific help on decisions or tasks (Jud 6:37-38)
- D. Exercise wisdom (Col 3:16, 1:9-10, Prov 1:22)
- E. Defining your own "dream" is not scriptural. Nowhere does it say this in God's Word
  - a. (Romans 8:28) "And we know that all things work together for good to **them that love God**, to them who are the called according to **his** purpose."
  - b. (Philippians 2:13) "For it is God which worketh in you both to will and to do of **his** good pleasure."

## 4. Set and Write Down Goals To Achieve God's Will for Your Life

- A. Do good deeds and don't worry about what others think (1 Pet 2:15)
- B. Pray and determine what level in the business will help you achieve God's will for your life (Phil 2:12-13)
- C. Pray and get advice from upline to set a date to achieve the level you set. Write it down (Prov 11:14)

## 5. Make Some Commitments To Achieve God's Will for Your Life

- A. Pray and make commitments in the area of time, effort and resources to achieve God's will for your life (Rom 12:11-13)

## 6. Build a List of Everyone You Know With Whom To Share HOPE

- A. Do not prejudge anyone. Doesn't mean you will contact them immediately. Just write them down (Rom 12:14-16)
- B. Everyday meet a new "friends to be" by saying, "Hello, how are you?" to everyone. Use the 3 ft rule. (Rom 12:10)
- C. Perform a "Random act of kindness" for someone (Acts 20:35, 1 John 3:18, Rom 12:10, 1 Cor 13:13)
- D. Shake someone's hand (Prov 18:24)

## 7. Contact & Invite Others To Hear About the Hope Movement

- A. "We are yoking together with fellow believers" (2 Cor 6:14)
- B. Always give out a tract (you never know), talk to them about health, etc...
- C. Tell them about the health benefits and your testimony being on the product
- D. **NEVER** seek money, **seek H.O.P.E.** Money will come. (Luke 12:31, Mat 6:33)
- E. What is it? Say it with me, "IT'S FRUITS & VEGETABLES" (Gen 3:2, Lev 19:25, Jer 29:5)

## 8. STP. Share the Product. Share the Program

- A. Share, Share, Share, the Love of God and the Love of Helping Others
- B. We share, never sell, convince or prove! (Matt 10:14)
- C. Always be truthful (Eph 4:15)

## 9. Follow-Up

- A. Get back with people within 72-96 hours of Place/Replace
- B. Show appreciation & never take advantage of others (Col 3:16, 1 Thess 1:2, 2 Cor 9:10-11)
- C. Be more charitable (1 Cor 12:25-26, 1 Cor 13)

## 10. Plug into The HOPE Movement

- A. Schedule and walk through a full 1 hr orientation of the HOPE Movement
- B. Learn and practice the mindset of Negative Thinking (Job 42:6, Luke 5:8, Isa 6:5)
- C. Loosing your "positive self esteem" is the **best loss** you can suffer in your life! (Mat 16:24, Luke 14:11, Rom 1:21-25)
- D. Get a KJV AV and learn how to Study it properly. (2 Tim 2:15)

## 11. Counsel with Upline

- A. Give thanks to the Lord for His love, mercy and guidance (1 These 5:18)
- B. Rejoice in the Lord, have fun and enjoy serving God (Eph 5:19-20)
- C. Listen to your upline (Luke 5:1-10)
- D. Connect and Work with Active Plugged in Serving Upline (Pro 11:14)
- E. Pray and Ask God for His blessings to Lead, Guide and Direct you according to His Glory (Ps 31:3, Is 49:10)

## 12. Replicate the Process

- A. Continuously spread HOPE to help others Physically, Financially and Spiritually. (1 Cor 6:19, Rom 12:12, 13:8)

### **Satan used "I" a lot**

(Isaiah 14:13,15) "For thou hast said in thine heart, I will ascend into heaven, I will exalt my throne above the stars of God: I will sit also upon the mount of the congregation, in the sides of the north:"  
{15} "Yet thou shalt be brought down to hell, to the sides of the pit."

### **Jesus said go with God, NOT self!**

(Luke 16:15) "And he said unto them, Ye are they which justify yourselves before men; but God knoweth your hearts: for that which is highly esteemed among men is abomination in the sight of God."

### **Practice CHARITY to fix ANY "Issue" you have**

If you're feeling **good** or **bad** about **YOURSELF**, get some flowers and take them down to the hospital burn ward or ICU and hand them out to those who have some REAL issues. Get humbled real quick and learn what Charity is all about. I triple dog dare you!