



QNET

FAST START



START **FAST.**
START **STRONG.**

**EARN
WHILE
YOU
LEARN**

www.qnet.net





**START YOUR
QNET BUSINESS
FAST AND STRONG
FOR YOUR SUCCESS**





Welcome to QNET

**Now is the time...
Let's get started.**



Welcome to QNET! We congratulate you for embracing the opportunity to change your future; you have found your home. Since 1998, our community has created a place where people can Make a Difference. Not only will you benefit from the QNET community, but your friends and those you care about will also enjoy the results of your decision to join us.

Every person in the QNET community has something in common – they all had to get started.

By offering the best products in the right business, you can find success. Our mission is to guide you in this journey. Please read through this booklet carefully and stay in close contact with the person who introduced you to QNET.

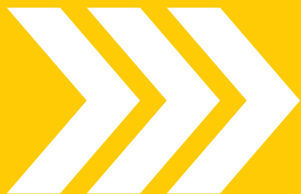
Throughout your QNET journey, you will find that many people confuse activity with accomplishment. The right kind of activity always comes before accomplishment; beware that the wrong kind of activity will just create an excessive amount of work. Everyone who enters our business has different levels of time, energy, self-confidence, desire, skills, and talent. Keep it simple and start from where you are. Believe in the unique abilities that you possess, and then give yourself time to get the results you truly desire.

Our intent is to help you achieve a productive and successful start, experiencing all that QNET has to offer. We invite you to invest time to learn the correct business activities, follow those activities, and learn more about yourself and our community as you help others to do the same.

JRMayer

JR Mayer
Managing Director

TABLE OF CONTENTS



Welcome to QNET	4
Get Started	8
What's Your Dream?	10
What Makes QNET Unique?	12
Get Your First Commission Check in 30 Days!	14
Introduction to the Eight Success Activities	16
SUCCESS ACTIVITY 1: Get Connected	18
SUCCESS ACTIVITY 2: Create and Maintain Your Contact List	20
SUCCESS ACTIVITY 3: Approach, Approach, Approach	30
SUCCESS ACTIVITY 4: Make Presentations	38
SUCCESS ACTIVITY 5: Follow Up	44
SUCCESS ACTIVITY 6: Lead by Example	46
SUCCESS ACTIVITY 7: Build a Team	50
SUCCESS ACTIVITY 8: Celebrate Success	52
Achieving Financial Freedom	56
The QNET Compensation Plan	57
QNET LifeSite	58
Learn from the Best	59
Frequently Asked Questions	60
Your 30-Day Fast Start Activity Guide	62





GET STARTED

Once you sign up,
then team up
with your referrer
and get started!



Make Sure You do all These Simple Tasks in **WEEK 1**

Explore your Virtual Office. Check out your eStore and know all the functions and features you will need through your journey as a QNET Independent Representative (IR).

Participate in the scheduled online trainings and local meetings.

Read, understand, and act on each of the Fast Start emails that you receive from QNET. They are designed to help you build a strong foundation.

Know your products. Make a shopping list of the products you would like to use and also promote to your prospects.

Write down your questions about QNET products and the QNET business. Make sure to bring your list when you meet your Referrer.

Determine your 'WHY'. Success is determined by knowing what you want from QNET, and how much you want it. Think about the single thing that is motivating you to succeed and write it down. Then don't let anything get in your way.

Decide which Fast Start incentives you wish to earn, and work with your referrer to make a specific plan.

Determine your business hours. Write down the days and times you will devote to your QNET business. Most people start with 12 to 14 hours a week. How about you? How many hours are you willing to invest each week?

Start writing your contact list. Write down 150 names – without prejudging how interested they may be – to get your contact list started. Team up with your referrer and schedule your first appointments for presenting the opportunity using the QNET Advantage Video.

Qualify and Activate your business centres immediately.

3 presentations during your first 10 days in the business is an example of a fast start. A fast goal is to at least invite 100 of the people in your contact list during your first month.

IMPORTANT

If you are enthusiastic about getting your QNET business started, please team up with your referrer and follow these important steps before you begin contacting prospective customers and business builders. Your referrer can help you get started the right way.

WHAT'S YOUR DREAM?

Decide which level you would like to achieve in QNET.



There is no limit to how much you can earn in your QNET business. It's all up to you – your efforts, your time commitment, your ability to learn and duplicate proven methods, and your dedication to success.

New IRs receive up to **USD 200** in early cash by achieving qualifying BV (Business Volume). It's a powerful way to earn!

Define Success on YOUR Terms

At QNET, we know that each individual comes with his and her own dreams and visions of success. Whether you dream of the benefits in your life from using QNET products or of a joyful lifestyle that comes from financial independence, QNET will be with you each step of the way.



**What are
your
dreams?**

A series of horizontal dotted lines for writing, extending across the width of the page.

WHAT MAKES QNET UNIQUE?

QNET offers unique lifestyle products, giving their IRs the opportunity to share the revenues.





QNET is all about choice. Our product portfolio features a diverse and wide selection of strong, unique and innovative lifestyle products designed to enhance every aspect of daily living.

This evolving product portfolio is combined with a business opportunity that allows you the choice of running your own business – without the need for large start-up costs, stock control and inventory, large overheads and other early hurdles in an entrepreneur's path to success. Whether a full-time or part-time business, the choices are unlimited and are yours!

The Best Products in the Right Business

With deep focus on innovation, uniqueness and excellence for our customers, QNET offers an exclusive line of life enhancing products that will suit everyday needs.

We work closely with top researchers, scientists, product developers, marketing experts and manufacturers to constantly expand our product lines in order to cater to what our global customers need and want. Each addition allows us to get closer to you, as we become more integrated into your life and the way you live.

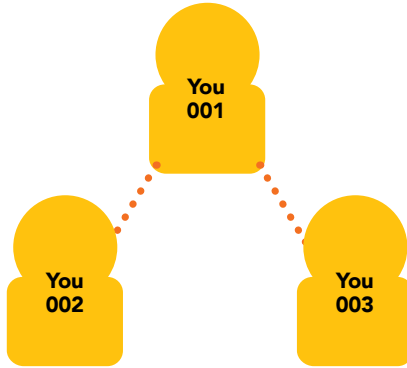
Your eStore is your supermarket of everyday items; your survival kit of nutritional supplements and wellness products; your high-end department store of exquisite luxury watches and jewellery; your travel agent of worldwide vacations; at the most competitive prices around!

GET YOUR FIRST COMMISSION CHECK IN 30 DAYS!

Optimise your first commission check, and then teach others to do the same.

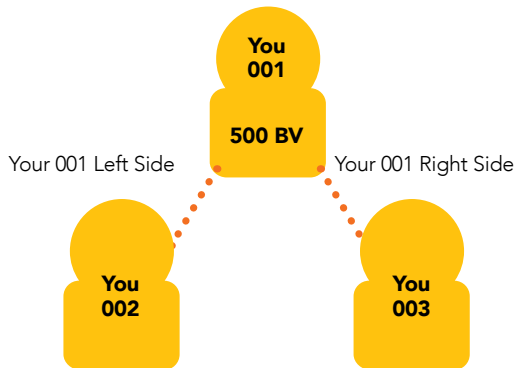
Enrol

Each new QNET Independent Representative (IR) receives three Tracking Centres upon enrolment.



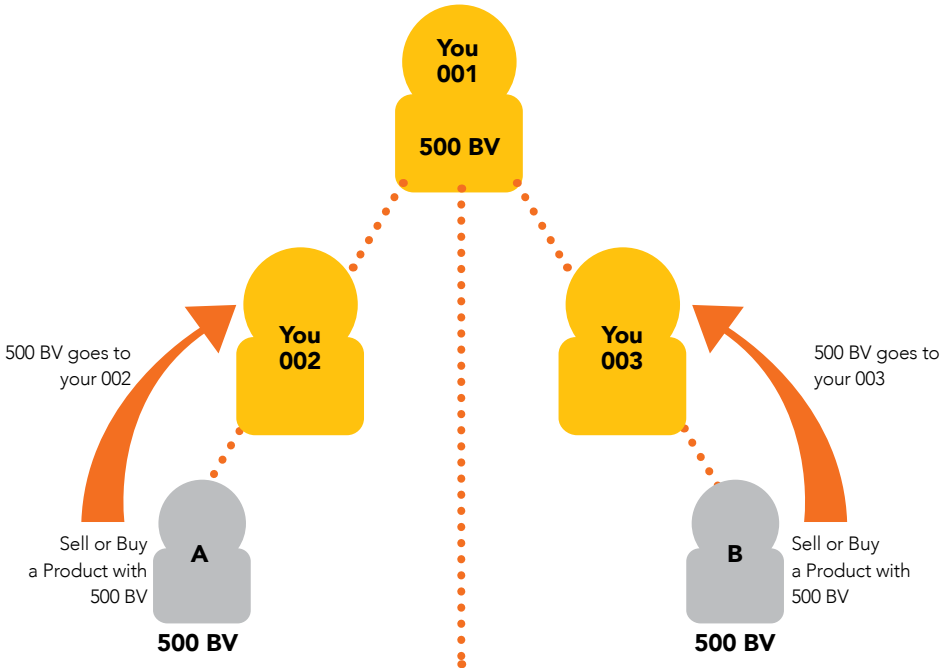
Qualify

Qualify your TC 001 with at least 500 qualifying BV from your Retail Sale/s or Personal Purchase/s..



Activate

Activate means to directly sponsor at least one qualified direct Referral per side of any of your Tracking Centres.

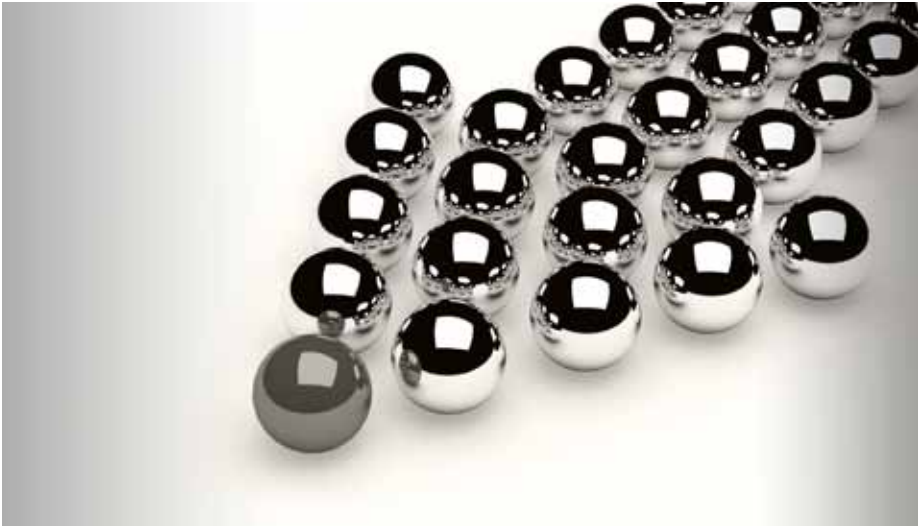


Maximise

Move to action as you build and lead an organisation of people who share the same dreams and goals as you. By progressing through the QNET Star Ranks, you can maximise earnings and enjoy a richer and fuller lifestyle as a member of the growing QNET universal community.

For more information, login to your Virtual Office and go to the Business Tools page > Compensation Plan.

INTRODUCTION TO THE EIGHT SUCCESS ACTIVITIES



Many have started the QNET journey before you following a clear path to success. By learning from others who have been successful you can produce predictable results. Success leaves clues! We have identified eight essential activities to your success.

Being successful in your QNET business requires you to focus on the right things. By following these **eight essential activities**, you will open a doorway to success that will impact you and all those that you share QNET with. Don't wait to start... Commit to the path of success today and tap into the energy of accomplishment.

One piece of advice: don't do this alone; do include the person who introduced you to QNET in all your personal goals and decisions and ask them to give you constructive feedback that will help you to be a better business builder.

Remember, this is a business and your success is determined by the attention and actions you are willing to direct towards your business. Carefully reflect and clearly determine the reason why you have decided to join QNET.

GET
CONNECTED

APPROACH,
APPROACH,
APPROACH

CREATE AND
MAINTAIN
YOUR CONTACT LIST

MAKE
PRESENTATIONS

FOLLOW
UP

BUILD
A TEAM

LEAD BY
EXAMPLE

CELEBRATE
SUCCESS



GET CONNECTED

The first essential step to success is to Get Connected.

SUCCESS ACTIVITY

1

- SET UP YOUR VIRTUAL OFFICE.
- STAY CLOSELY CONNECTED TO YOUR REFERRER.



Be in close contact with your Referrer

Listen to their advice and communicate any questions that you may have, no matter how simple they seem. Remember, this is your business and we want it to deliver superior results. Take an inventory of the available business tools and become an expert at using them.

Be sure to participate in all the company activities that you can. This includes local meetings, conference calls, and leadership activities. Get fully involved in social media, website support, and other avenues to connect yourself and your team with the company. Look to your referrer to help you with these things.

One of the most important things that you should remember is to stay closely connected with your QNET Team. Visit these pages, learn, interact, be proud to belong and love your QNET Family!

www.qnet.net

www.the-v.net

Check out our social media channels here:

www.qnet.net/en/media_and_news/social_media

Having a QNET business not only means doing business, but belonging to a family made up of individuals with extraordinary dreams and goals like you. They could be newbies or experts in the business but you surely have one thing in common – discover those things, share your goals, and learn from real-life experiences. After all, families are made for these, and we are a family.



CREATE AND MAINTAIN YOUR CONTACT LIST



Add one new name to your contact list every day

SUCCESS ACTIVITY

2

- WRITE DOWN THE NAMES OF EVERY ONE YOU KNOW.
- KEEP THIS LIST WITH YOU AT ALL TIMES.
- TRY TO ADD A NEW NAME TO YOUR CONTACT LIST EVERY DAY.





The success of your QNET business is directly connected to the vitality of your contact list.

A contact list is simply a list of the names of people that you know, who you may contact regarding QNET. These include your friends, family, acquaintances, colleagues, teachers, neighbours and other members in your community.

Don't make the decision to participate in the QNET community for anyone else – let them decide! If you think of someone on your contact list and decide that they would not be interested, that's unfair to you and unfair to them. Everyone deserves the opportunity to choose to be a part of the QNET community.

Be thorough and complete, and spend time on this list. Keep this list with you at all times, and you will be surprised how often you add names to it. By continuing to meet more people, you will find that your list will also continue to grow. Try to add a new name to your contact list every day. Remember, you can find both customers and business builders anywhere. Don't prejudge people or situations, and give everyone the opportunity to discover the benefits of QNET.

Once your list is complete, the most important thing to do is to always keep it with you. You never know when you will meet someone new or remember to add a name to the list.

Remember to keep clear notes, and make sure to follow up on your calls. Just because someone may not be interested today does not mean that their circumstances will not change! Your contact list should be an ever – evolving document that continues to enhance your business.

Now is the time to create that list. Don't delay or put it off, do it now. Take some time to work through the next several pages and lay the foundation of your future business by completing a robust contact list.

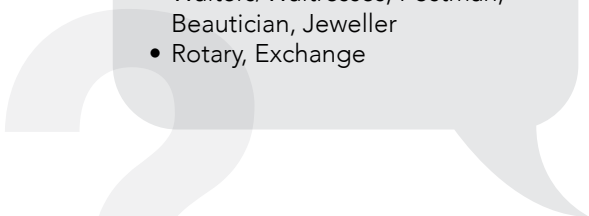
PEOPLE YOU ASSOCIATE WITH

- Friends and Neighbours
- People you work with
- Doctor, Lawyer, Barber, Grocer, Gas station attendant, Dry cleaner, Waiters/Waitresses, Postman, Beautician, Jeweller
- Rotary, Exchange

MEMBERS OF YOUR OWN FAMILY

- Father and Mother
- Father-in-law and Mother-in-law
- Grandparents
- Children
- Brothers and Sisters
- Aunts and Uncles
- Nieces and Nephews
- Cousins

WHO DO YOU KNOW






.....

THOSE YOU HAVE BEEN ASSOCIATED WITH IN THE PAST

.....

- Schoolmates and Classmates
- Former Co-workers
- People in your home town

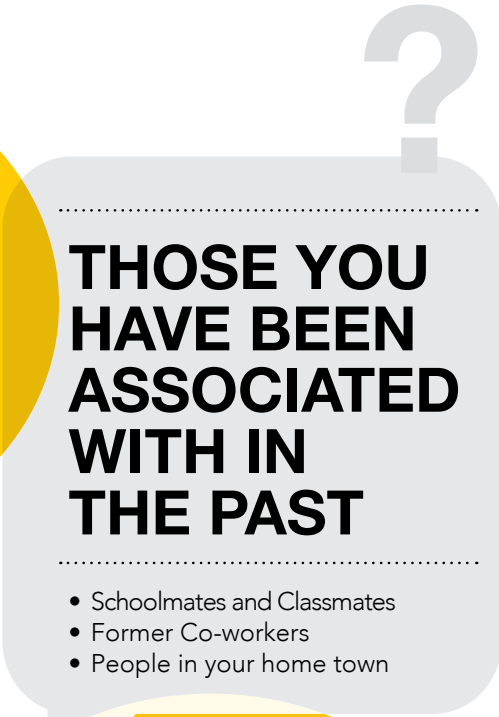


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PEOPLE YOU KNOW WHO ARE IN DIRECT SALES

.....

- Business/Office machine salespeople
- Insurance salespeople
- Car salespeople



.....

THOSE YOU HAVE BEEN ASSOCIATED WITH IN THE PAST

.....

- Schoolmates and Classmates
- Former Co-workers
- People in your home town



.....

LIST OF ACQUAINTANCES ALREADY AVAILABLE

.....

- Holiday card list
- Address book contacts
- Day-timer, Planner lists
- List of fellow employees



.....

People You Know Who Are Decision Makers

.....

- Business owners
- Human Resource Directors or Managers
- Office Managers

MEMORY JOGGER

Who do you know that could be a part of your QNET Contact List? Write his or her name next to each category below. You will be surprised at how many more people you will remember that could be a part of your team!

- Accounting
 - Acting
 - Advertising
 - Aerobics
 - Air Force
 - Airline
 - Alarm Systems
 - Animal Health
 - Antiques
 - Apartment
 - Architect
 - Army
 - Art
 - Asphalt
 - Athletics
 - Auctioneer
 - Automobile
-
- Babysitters
 - Banking
 - Barber
 - Baseball
 - Basketball
 - Beauty Salons
 - Bicycles
 - Boats
 - Bonds/Stocks
 - Books
 - Bookkeeping
 - Boys Clubs
 - Broadcasting
 - Brokers
 - Builders
 - Buses
-
- Cable TV
 - Cameras
 - Camping
 - Cinemas
 - Crafts
 - Credit Union

- Day Care
 - Delivery Services
 - Dentists
 - Dermatologists
 - Designers
 - Detectives
 - Diet Industry
 - Direct Mail
 - Disability
 - Disc Jockeys
 - Doctors
 - Driving Range
 - Dry Cleaners
 - Dry Wall
-
- Education
 - Electrician
 - Engineering
 - Entertainment
 - Eye Care
-
- Film Industry
 - Firemen
 - Fishermen
 - Florists
 - Food Services
 - Furniture
-
- Gardens
 - Gift Shops
 - Girls Clubs
 - Golfing
 - Government
 - Graphic Arts
 - Grocery Stores
 - Gymnastics
-
- Helicopters
 - Hiking
 - Horses
 - Hospitals
 - Hotels
 - Hunting

- Ice Cream
 - Ice Skating
 - Income Tax
 - Insurance
 - Investments
-
- Janitor
 - Jewellery
 - Judo
-
- Karate
 - Kindergarten
-
- Laundries
 - Lawn Care
 - Leather
 - Leasing
 - Libraries
 - Lighting
 - Livestock
 - Loans
 - Luggage
 - Lumber
-
- Mail
 - Management
 - Manufacturing
 - Martial Arts
 - Mathematics
 - Mechanics
 - Mental Health
 - Miniature Golf
 - Mobile Homes
 - Mortgages
 - Motels
 - Motion Pictures
 - Movie Theatres
 - Museums
 - Music
 - Mutual Funds
-

Navy
Nail Salons
Newspapers
Nurses
Nutrition

Occupational Therapists
Office Machines
Office Furniture
Oil Changes
Optometrists
Orthodontist

Parties
Paediatricians
Pedicures
Pensions
Perfume
Personnel
Personal Trainer
Pest Control
Pets
Pharmacies
Phones
Photography
Physicians
Pianos
Pizza
Plasterboard
Plastics
Plumbing
Podiatrists
Police
Pools
Preschools
Printing
Property Management
Psychiatrists
Publishers

Racing
Radio

Railroad
Real Estate
Recycling
Rehabilitation
Religion
Rental Agencies
Reporters
Resorts
Rest Homes
Restaurants
Roller Blading
Roofing
Rubbish Disposal

Safety
Sales
Sandblasting
Satellites
Schools
Screen Printing
Scuba Diving
Secretaries
Security
Self Defence
Sewing
Shoe Repair
Signs
Singing
Skating
Skiing
Skin Care
Soccer
Social Services
Softball
Software
Spas
Sporting Goods
Steam Cleaning
Stereos
Stocks
Surgeons
Surveyors

T-Shirts
Tailors
Tanning Salons
Taxes
Teachers
Telecommunications
Telemarketing
Television
Tennis
Theatres
Therapists
Tile Layers
Tires
Title Companies
Tools
Towing
Townhouses
Training
Transmissions
Trucking
Typesetting

Unions
Universities
Upholstery
Used Cars

Vacuum Cleaners
Vending
Veterans
Veterinary Clinics
Videos
Volunteers

Wallpaper
Waste
Watches
Water Skiing
Weddings
Wine
Woodworking
Writing

YOUR FAST START CONTACT LIST

Fill this list up and keep this handy to help you make future appointments and presentations.

Name	Phone Number	First Contacted Date	First Follow-up Date	Second Follow-up Date	Notes
01.....					
02.....					
03.....					
04.....					
05.....					
06.....					
07.....					
08.....					
09.....					
10.....					
11.....					
12.....					
13.....					
14.....					
15.....					

TELL ME ABOUT YOURSELF!

Get to know your potential customer or business builder by asking the following questions:

- F = Family – Tell me about your family.
- O = Occupation – What do you do? OR What keeps you busy?
- R = Recreation – What do you and your family like to do for fun?
- M = Money – What would you do with your QNET income?



QUALIFY YOUR LIST



.....
Now it's time to qualify your list. This step is as important as creating a complete list that fuels your business growth.
.....



Your next step is to **qualify** your list, by giving each member of your list one star (★) for each area below:

- Do they know, like and trust you?
- Are they dissatisfied with certain aspects of their life?
- Are they ambitious?
- Do they have a good self-image?
- Would you like to work with them?

By following this formula you will find that some names on your list will have multiple stars whereas others may have fewer stars. It's those who have a higher number of stars that you should pay close attention first.

Name	Phone Number	Do They Know, Like and Trust You?	Dissatisfied with Certain Aspects of Life?	Ambitious?	Good Self-Image?	Do you Like to Work With Them?
01.						
02.						
03.						
04.						
05.						
06.						
07.						
08.						
09.						
10.						
11.						
12.						
13.						
14.						
15.						

The success of your QNET business is directly connected to the vitality of your contact list. If you have a small or incomplete contact list, your business will be the same; if it is strong and vibrant then you will have a solid foundation upon which you can build your QNET business every day.

APPROACH, APPROACH, APPROACH

Make one approach for an appointment every day

SUCCESS ACTIVITY

3

- WORDS THAT WORK: BE YOURSELF.
- THE OPPORTUNITY CONVERSATION: SET UP A FACE-TO-FACE APPOINTMENT.





Contacting, Approaching and Inviting will be the lifeblood of your business. For some, this essential step may be a challenge, but it is like anything else, the more you practice, the easier it gets and the better you become at it.

Any successful business builder will tell you that this is the greatest difference between those who are successful in building their business and those who are not. This one step will deliver huge dividends to you if you are consistent in approaching potential customers and other business builders.

Include your referrer or another successful business builder when you start to make approaches to those on your contact list for the added support. They can help you to develop confidence in your ability to share the QNET message.

A valuable tip is to set a daily goal of the number of approaches that you will make and track your results. People you speak with will be able to detect very quickly if your interest in them is genuine. So before you make your approach be sure to think about the benefits for them, and then practise how to clearly communicate those points. By working with your team you can share success and hold each other accountable to each other's goals.

Remember, as you approach individuals on your contact list you are not giving them a presentation about what QNET is, you are simply giving them enough information to set an appointment when you can give them a more detailed presentation.

There is no secret to setting appointments; it is just a matter of making an approach and giving enough information for them to decide that they would like to hear more.

The biggest mistake that beginners often make is giving too much information in their approach.

The simple truth is that the more people you talk to, the more appointments you are going to set. The more appointments you set, the more people will become a part of your business. This formula is easy – **talk to more people and more people will participate in your business.**

As you gain more experience you will find there are certain words and approaches that work. Consider the following examples and start to build your own 'words that work'.

APPROACHES THAT WORK

Contacting, Approaching and Inviting are the action steps to find and bring your prospective customers and business builders to QNET. Here are some examples that you can adapt to your own personality that will help you to introduce others to your business.

Tips:

- Be yourself. If you don't know something, that's okay.
- Be enthusiastic.
- Have a sense of urgency.



*Hi Bob, it's Sam. What are you doing tomorrow night?
(Nothing) Great, I want you to look at a business idea and give me your opinion.*

The Good Friend Approach

*Hi Bob, it's Sam.
What are you doing tomorrow night?
(Nothing) Great, I need you to to listen in on a conference call from 7:00 p.m. to 7:30 p.m. about a new business idea. I will call you at 6:55 p.m.*

The Conference Call Approach

Hi Bob, it's Sam. I know that you have been looking for water purifier because the water in your area is not very clean. I've just come across a new, intriguing product that really purifies water. It's part of an incredible product line that can improve your health and save you money. When can I come over to show it to you?

The Specific Product Approach



HomePure

Other Examples

- *You are great at what you do! You would be fantastic in the business that I am in. Why don't you tell me what you think would be the perfect next step in your career?*
- *I am looking for a business partner in the area to help expand my business. Who do you know that might be interested in working closely with me to take their earnings and enjoyment to the next level?*
- *What other business possibilities have you considered that could be added to what you are doing right now?*
- *Have you got a Plan B? In other words, have you created a secondary stream of income in the event your existing one stops?*
- *Without getting into the details of exactly what you have built up, tell me about your plan for a retirement income stream.*
- *What other businesses have you considered that can create a second income without jeopardising your existing income?*
- *I see that you are really into healthy living. Has anyone ever talked to you about QNET?*

Be a product of the product!

If you really enjoy a particular QNET product, tell others about it. Your enthusiasm and personal experience with the product will come through loud and clear. Often you may be in a situation where you explain one of the QNET products to a friend or family member,

"This product is one of the reasons I decided to start my own QNET business! Starting your own business is always a smart move and I would be happy to tell you how you can do it for yourself. Tell me your thoughts about starting your own business."

These samples are meant only as suggestions. With planning and practise, you will develop your own comfortable style with words. Remember: be natural and simply share with others the things you think and feel about your QNET business and products.

Believe in yourself, good things will happen!



THE OPPORTUNITY CONVERSATION



Once you capture a contact's interest to hear more about the QNET business opportunity, you will want to have a conversation to find out what they are looking for. You will also want to share information about the company and explain how they can start their own business.

It is very important to set up a face-to-face appointment (or telephone appointment if an in-person meeting is not possible) with your potential business builders. Ideally, the discussion should take place within 24 hours of their decision to learn more.

During this time be sure to find out more about the potential customer or business builder and share just enough about QNET and the business opportunity to help them make an educated decision without overwhelming them with information.

QUESTIONS TO ASK

Ask questions and listen to their responses, and make notes to help them identify the benefits they can have with the QNET business.



QUESTIONS TO ANSWER

Once you know more about your potential business builder share the QNET plan and information with them.

You can say something like, *“Thank you for answering these questions for me. It was great to hear more about you and what you might be looking for. Now let me answer some questions you might have. These are the questions most people want to know about the QNET business.”*

What makes QNET special?

- Revolutionary lifestyle products.
- Innovative financial compensation plan.

How much money can I make?

- What you make is up to you!

How much time does it take?

- Flexible business hours.
- You decide when and how much to work.

SUMMARY

When you make your approach, use these five key points:



1

Have something pre-planned to say.



2

Work on how you say it.



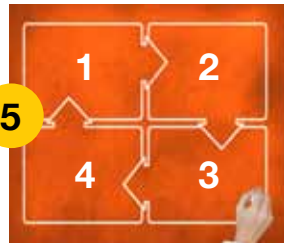
3

Set the appointment.



4

Confirm the appointment details, then say, "Good-bye!".



5

Do steps 1 to 4 again, and gain, and again.

MAKE PRESENTATIONS

Successful QNET builders present the QNET advantage presentation every time they make a presentation because it's highly effective and can be duplicated.

SUCCESS ACTIVITY

4

- HAVE A PRESENTATION OUTLINE AND FOLLOW IT.
- BE SURE TO GIVE THE ATTENDEES YOUR CONTACT INFORMATION.
- ANSWER ANY QUESTIONS THAT YOUR ATTENDEES MAY HAVE.





When you give a quality introduction to the QNET community it will dramatically increase your success as a business builder. When your potential customer or business builder is able to understand the benefits of being a part of the QNET community they will want to share it with others. Regardless of the delivery method that you choose to present QNET, make sure to use the company tools, closely following the advice of your referrer and support team.

There are different venues that you may use for your presentation.. Regardless of the venue that you are using, make sure that your presentation is complete and appropriate for the participant and the environment.

The QNET Advantage Video

QNET provides a powerful, plug-and-play video presentation that is the perfect model for a presentation because prospects don't need detailed information to decide. They only need validation that joining the business is a safe and wise decision, and they are encouraged when they see that others have done it, and that it's achievable for them.

The more you use the QNET Advantage video, the easier it will be for you to create and personalise your own presentation.

PRESENTATION TIPS

Confirm Attendance

On the day before the presentation, contact the individual to confirm. If possible, confirm in person, or else by phone or other means, and be sure that you obtain a confirmation that they will keep the commitment. Confirm the location and the time and let them know that if there is any change in their availability to please contact you.

Before The Presentation

Remember to arrive early and be prepared for your presentation. Do everything possible to ensure that the environment is one that will be conducive for your meeting. Try to reduce distractions such as television sets, areas with high traffic or loud noises. Arrange the chairs in an orderly manner that will direct the attendees towards the person who will be presenting.





Always Know Your Audience.

During your presentation try to learn as much as you can about each potential customer or business builder.

- Have they been involved in a business like this before?
- What is their occupation?
- Do they enjoy their profession?
- Are they concerned about their finances?
- Are they married?
- Is family time important to them?
- Are they satisfied with their income level?

Use the answers to these questions to help shape your presentation and emphasise how they can relate to the benefits of being a part of the QNET community.



CLOSE AND COMMITMENT



No matter how well you present the QNET presentation, it won't do you any good if you do not refer a customer or business builder. Here are several suggestions for completing a successful QNET presentation in a way that guests will feel comfortable and enthusiastic about signing up with QNET.

Gain Commitment by Asking the Customer to Identify Products that Interest Them

Throughout the presentation and discussions, invite participants to explain the products that catch their attention, and ask them to share the benefits they hope to experience.

Gain Commitment by Asking Business Builders to Describe their Income Goals

As you approach the end of the presentation, explore income goals in a way that is comfortable for each to identify what would be best for them. It may be as simple as asking, *"Would you like to earn enough to get your products for free? Would you say that your income goals are to have a few hundred dollars, a few thousand dollars, or tens of thousands of dollars each month?"*

Schedule Follow-Ups

As you finish signing up customers and new QNET business builders, have your calendar ready so that you can schedule follow-up meetings for each within the next two days. Let each person know that you are going to be there to help, whether he or she is interested in the business opportunity or just wants to enjoy the QNET products.

Complete the Sign-Up Authorisations

Completing the forms and authorisations can seem overwhelming at first to your new customers and business builders. That's why it's very important that you help them through it. Be sure to complete each section and double-check for accuracy.

Give Homework Assignments

Give customers and new business builders a 'take-home' packet of information to review. Have them read the materials that you get from the company, and assign them to begin making their contact lists. Have them commit to begin their fast-start program immediately, and obtain their commitment to go online to activate their business office and to view selected business and product trainings.



THINGS TO REMEMBER

- Have a presentation outline and follow it.
- Start on time.
- Introduce those attending the presentation.
- Be sure to invite each individual to be a part of the QNET community.
- Complete any necessary documents by
- Be sure to give the attendees your contact information.
- Answer any questions that your attendees may have.

FOLLOW-UP

Always follow-up within 2 days!

SUCCESS ACTIVITY

5

- SET UP A FOLLOW-UP MEETING.
- BUILD NEW RELATIONSHIPS.
- YOUR FOLLOW-UP SHOULD BE PRODUCT OR OPPORTUNITY FOCUSED.



Every customer or business builder that comes into your business should have a follow-up meeting scheduled within 2 days (no more than 3 days) of their decision to join the QNET community.

One key thing to remember is that the QNET community is all about relationships. This is a relationship business that builds new relationships. When you provide follow-up meetings, show concern and answer questions, which will also allow you to learn more about the customer or the business builder and they can learn more about you and your commitment to helping them become successful.

The content of this follow-up meeting should be determined based on the individual you are with. **If they are a customer, the follow-up should be product focussed.** You can introduce product information and methods of ordering that you know will be helpful. During this follow-up meeting, you should review any questions the individual has, explain the shopping process, introduce some more ideas regarding the products, help your new customer find the web tools that are available to them and follow-up on any specific needs or concerns they may have.

If this meeting is with a business builder, you should use this time to **introduce the Eight Success Activities, and help them get started on the right path.** They should already be working on a contact list and reviewing the tools available to them. This time is also for answering questions they may have regarding the company, the compensation plan or any other item that they may have been confused about during the presentation. Be sure to emphasise that your intent is to ensure that they have a positive experience with the QNET community.

During your time with your business builder you should discuss the importance of activating their account and qualifying each of their tracking centres. It is important to also emphasise the significance of personal business building activity.

Help your business builder to create an Action Plan for the next several weeks and set goals for activities that should be accomplished during this period. You should also coordinate times that you can work together to help ensure your business builders individual success. You may want to use this time to practice approaches and help them understand how to set appointments.



LEAD BY EXAMPLE

QNET leaders lead by example because they know their actions are duplicated by others.

SUCCESS ACTIVITY

6

- LEADERS HAVE A GOOD PHILOSOPHY.
- LEADERS TAKE ACTION.
- LEADERS ARE COMPETENT.



Leadership is essential if you are to build a QNET business. By focussing on your activities as a leader, you will set an example that others will follow. Take some time to seriously consider what qualities are necessary to become a more effective leader.

Attributes of a Leader

1. Leaders have a Good Philosophy.

They want to help themselves by helping others.

2. Leaders Take Action.

'Follow the leader' is an example they are proud to set.

3. Leaders are Competent.

They are always reading books, listening to audio trainings, taking classes and expanding their skills. They apply what they have learned.

4. Leaders Radiate Intensity.

You can feel their passion and drive – it's contagious. And that's a good thing!

5. Leaders are Problem Solvers.

They understand that to solve a problem you must answer the following questions:

- a. "What could I do to solve this?"
- b. "What could I listen to or read to solve this?"
- c. "Who could I ask for help?"
- d. "How can I apply what I have learned for the benefit of my team?"

6. Leaders Understand the Importance of Building for Events and Goals.

They realise that they can build their dream, or somebody else's dream - and it is their own choice.

7. Leaders have Goals. Their goals are:

- a. Written.
- b. Specific.
- c. Attached to a time frame.
- d. Accompanied by a plan of action.
- e. Important enough to achieve.
- f. Available so that they can be reviewed every day.



THE KEY COMMITMENTS OF A LEADER

Here are the eight key commitments we ask you to make as a QNET leader. These should be included in your daily methods of operation. If you truly want to build a great business, learn these, apply them, and teach your every new representative to do the same. Your results will speak for themselves.

1 Your Business Strategy Plan

Develop your Game Plan, and then help every new business builder develop their own Game Plan.



2 Expose Two People a Day to QNET

Using your business tools, expose at least two people a day to QNET. When working with your list, leads, advertising, or other leadership-approved strategy, it's important to remember that in this business, you are the messenger: focus on what you can control – delivery of the message.

Teach this simple daily method of operation to all those on your team and your business will grow.



Attend the Corporate Events

3

Set a goal to attend every corporate event that you are able to. Arrive 30 minutes earlier in proper business attire and enjoy the event; circle-up with your guests afterwards and answer any questions people may have.

Attend Company Conference Calls

As a leader you should attend every company conference call or team conference call that you can. You should also establish the expectation that those on your team will do the same.

5 Personal Development

Aim to simultaneously work on the key six areas of your life – family, finance, education, physical health, cultural awareness, and spiritual or ethical wellbeing – you can indeed enjoy a magnificent life.

7 Look for the Best in Others

As simple as it seems, merely looking for the good in others will help you to be a more positive and better leader within your business team. Others will see you lead by example and they will follow, thus you will elevate the entire team.

Find A Business Partner

6

Find another business builder that sees and understands network marketing the same way as you do. This could include your referrer or someone else in the company that you admire who demonstrates skills and proficiency that would help you in your business. Just make sure that you find someone who will challenge you to do a little more and a little better. Building your business with a business partner will allow both of you to reach the top together.



Be Here A Year From Now

8

Commitment is shown through actions, not just words. Follow through on things you have promised to your customers and business builders and execute actions you have committed to in a long-term plan.

BUILD A TEAM

The feeling of belonging to a team is very rewarding and will help as you build your QNET business.

SUCCESS ACTIVITY

7

- MODEL THE CORRECT BEHAVIOUR.
- CREATE CLEAR EXPECTATIONS.
- HELP MEMBERS OF YOUR TEAM TO UNDERSTAND WHAT THEIR NEXT STEP IS TO REACH THEIR GOALS.



Several key behaviours will help you to help others reach their goals. Remember, being a good leader requires you to help others reach their own goals, not necessarily your goals for that individual.

Tips to Help Build a Team

- Model the correct behaviour.
- Create clear expectations.
- Help members of your team to understand what their next step is to reach their goals.
- Encourage commitment to individual goals and team goals.
- Create an environment of generosity and support.
- Encourage each other to share personal success.
- Be willing to help others when asked.
- Encourage creativity.
- Be aware of the individual needs of your team.
- Encourage collaboration and coordination among your team members.
- Reward and recognise teamwork.
- Be watchful of conflicts that may arise, and resolve them quickly.
- Be responsible.
- Give consistent positive feedback and coaching.
- Honour your commitments with actions.

Effective teamwork is essential to the success of your business. The positive effects of productive teamwork will energise your organisation.



CELEBRATE SUCCESS

Celebrating success is a way to inspire people to set goals and achieve more than they have ever believed is possible.

SUCCESS ACTIVITY

8

- CELEBRATE EVERY MILESTONE.
- MOTIVATE YOUR TEAM.
- CREATE POSITIVE ENERGY.



Celebrating success is really a way to help mould and reinforce individuals in your business as they perform correct activities. Even the smallest achievement should be measured and marked, and then recognised. By identifying correct behaviours and celebrating your team, individuals will be conditioned to duplicate those proper business building activities.

Celebration through recognition is also a motivator. Many thrive on recognition and will work very hard to receive positive reinforcement. Celebration will also create an environment that is cohesive and will promote loyalty. By recognising good business conduct you will create a positive energy that will flow throughout the team, strengthening every individual, as well as strengthening the relationships within the group.



You work hard to achieve your goals and each new QNET star rank. We believe it's important to recognise your efforts and achievements and we recognise your achievements through specially tailored award and recognition programmes.

Celebrate your success with the QNET Achievers' Club. Exclusive travel incentives, access to VIP lounges at V-Cons and other conventions, featured articles in our publications and many more perks to make you feel special and rewarded.

.....

Rewards do not need to be elaborate or expensive. Simple recognition for proper activities will bring great dividends. There are many ways to celebrate, below is a sample list:

.....



- ✓ Phone calls.
.....
- ✓ Send a card, note, or letter.
.....
- ✓ Send either group or individual emails.
.....
- ✓ Recognise team members during meetings.
.....
- ✓ Send flowers or other small gifts.
.....
- ✓ Have team functions and celebrations, such as team dinners or weekend activities.
.....
- ✓ Do monthly team conference calls, which allow for recognition.
.....
- ✓ Create a travelling trophy.
.....
- ✓ Remember to take pictures of your team.
.....
- ✓ Send gift certificates.
.....
- ✓ Hold contests and competitions for your group.
.....
- ✓ Participate in all company contests and recognise accomplishments within your group.
.....



Very quickly you'll be able to learn about the likes and dislikes of the individuals in your business team. Be specific in your feedback and recognition, and watch for individual improvement. Identify and celebrate those leveraged activities which will allow your group to grow and then emphasise them through recognition. You should also take care to ensure the rewards are balanced with the activities.

As you refine your skills and talents you will find that these **eight success activities** will become ingrained in your day-to-day routine, and the growth within your business will expand as the activities are repeatedly duplicated by your team.

ACHIEVING FINANCIAL FREEDOM

With a straightforward, proven approach, QNET gives you the path to enjoy life at its fullest.

In a world of economic uncertainty, QNET's opportunity helps families and individuals use their spare time to help others enjoy the benefits of unique, effective, and popular products while earning the extra money they need.

True financial freedom is about more than owning the most beautiful car or living in the most luxurious circumstances. It's about peace of mind, security, and stability. QNET teaches the principles of financial freedom and it rewards those who practice it in their daily lives.

Through QNET's recognition and advancement programmes IRs can qualify a variety of prestigious awards. Being rich is certainly one thing. Achieving true financial freedom is an entirely different result. QNET can be your vehicle to financial freedom!



THE QNET COMPENSATION PLAN

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With 8 ways to earn and up to 50% of the sales volume paid in commissions, QNET is a powerfully rewarding, unlimited opportunity.
.....

By understanding the compensation plan, you place yourself in the best position to prosper. Your opportunity has no bounds or borders. Dream big, and then act with purposes and passion. The rewards will follow!



The QNET compensation plan presents 8 ways to earn. The true prosperity equation includes an UNLIMITED OPPORTUNITY which, in its purest form, is the foundation for ongoing residual income. The potential for growth and reward is truly, literally unlimited. The equation can be expressed as $1 + 8 = \text{infinity}$. This means that one IR with vision, goals, and a proper plan plus the QNET 8 ways to earn, creates unlimited wealth.

QNET's 8 Ways to Earn:

- Q1 Retail Product Sales
- Q2 Repeat Sales Points
- Q3 Early Payout
- Q4 First Purchase Profit
- Q5 Step Commission
- Q6 Growth Bonus
- Q7 Year-Round Rewards
- Q8 Travel Incentives

This is the secret to your success. Create prosperity for yourself and your family by applying the QNET formula powerfully and consistently throughout your business and your life.

Set your dreams into motion by organising your QNET business to take full advantage of the QNET plan. An unlimited opportunity awaits you, so grab it with both hands and join our universal community.

QNET LifeSite

Your Online Business Tool

Use the power of the Internet to help build your QNET business.

QNET provides you with this powerful, personal online web tool to help you harness the potential of online marketing with approved QNET content.

Features include:

- Lead-generating sites
- Online presentations
- Helpful tools to manage leads and contacts
- Emailing campaigns for specific products
- Personal and team calendars
- Staff of experts to help you optimize your web marketing
- Translated into 4 languages



How it works

The QNET LIFE SITE is a powerful, automated marketing system. All you do is send people to your site, let the system work for you, and follow-up and close.

1. Send 'em to your site

Prospects visit your QNET LIFE SITE. These prospects could be from your warm market such as family, friends, and co-workers, or even marketing efforts like Facebook, Twitter, Google Adwords and other pay-per-click services.



2. Let the system work for you

Your website presents a 24x7 automated video tour, captures the contact information of interested visitors and starts sending them time-released emails. All while you are away from the computer!

3. Follow up and close

Newly-captured contacts appear in your Contact Manager. You continue to build the relationship using powerful tools in your QNET LIFE SITE Back Office. They buy your product or join your QNET team and your income grows.



LEARN FROM THE BEST

The surest way to grow is to observe and learn from those who have demonstrated leadership and capability. Watch out for training and featured presentations of QNET leaders that are on the fast track to success.

"A leader always sets the pace for his or her organisation. Only when I did it, would others in my team follow. And I decided to lead by example and be the first Diamond Indian woman in the QNET family."

– Aarati Dighe, India



"If I can say in one word, what is my secret to success in QNET, is that I always 'believe'. I believe in myself, I believe in my dreams and I believe that I am possible and never give up."

– Cynthia Nilam, Indonesia



"I faced rejection after rejection, insult after insult. Whenever I was down, I always thought about the happiness of my parents, wife and children and that gave me power to rise again. I continued to expand my contact list by talking to anyone I met and conducted weekly meetings and presentations. So far I have as many as 7,000 guests at my weekly presentations."

– Deni Hartoyo, Indonesia



"I still remember most of the people sitting in the room were complaining, were saying it's too hard. "No one is going to achieve it." "It's not possible." At that moment, I made a decision. I made a decision to be the first Diamond

in the world. When someone says it cannot be done, I have to prove to myself that it can be done because this is what I love to do in my life."

– Khaled Obbeya, Egypt



"I am not only making a lot of money, but I find success through the good education that QNET provides. They really educated me and trained me and motivated me. The most important thing is the inspiration that I get from this company called QNET."

– Joanne Boas, Papua New Guinea



FREQUENTLY ASKED QUESTIONS

QNET is constantly updating the important questions asked by IRs and customers. Here are a few of the most common questions asked by new IRs.

Enrolling Customers and Business Builders



How do I enrol a new IR?



Complete all personal information online, including correct numbers, shipping and mailing addresses, email address, and phone numbers. Include the proper electronic signature authorization. Once everything is complete, submit by clicking on the 'submit' button. If you encounter any problems during the enrolment process, simply call or email the QNET Global Support Centre from anywhere, anytime, at the numbers and emails provided at www.qnet.net/en/company/support



How do I enrol a new IR?



Simply visit qnet.net and click on the enrol button and the website will guide you through the entire process. It's easy and fast!



What is the best way to confirm that an enrolment has been successfully completed?



Upon completion of enrolment, the new IR will receive a copy of the receipt in your email inbox for confirmation.

Building Your QNET Organisation



How do I place new customers in my QNET organisation?



You should review your network in your Virtual Office and register new referrals in placements which will benefit your network.



Can I own more than one QNET IRship?



No, an Independent Representative is allowed only one IRship.

Changes in Your Business



How do I change or update the information in my IR account or profile?



You may update your basic information within your Virtual Office under 'My Profile'.



If I have incorrect information on file, how can it be corrected?



Same as the above question, you may update your basic information within your Virtual Office under 'My Profile'.



Can I 'move' someone in my downline organisation?



As the referrer of your downline(s), you are allowed to request to move your referral(s) within 7 days of the concerned referral's registration date, subject to company's approval.



What happens if someone in my organisation no longer qualifies or goes inactive for a period of time?



The number of 'active' referrals within your network will affect your 'Rank' and therefore any commissions payable.



Can my QNET business be transferred (including via inheritance)?



Please refer to section 8 of QNet Policies and Procedures – Transfer of IRShip.

Business Reports



For what time period is my commission cheque computed and paid?



QNET pays commissions every week (cut off on Friday and paid on Tuesday).



Where do I find my business reports and detailed information about my organisation?



You may log into your Virtual Office and click on your 'My Activity and Performance' for a selections of reports with regards to your organisation status.



YOUR 30-DAY FAST START ACTIVITY GUIDE

Week 1 (Day 1 to Day 7)

Get Connected and Maintain Your Contact List

Explore your Virtual Office. Check out your eStore and know all the functions and features you will need through your IR journey.

Choose to receive online publications and newsletters.

Go Social. We are very active in Social Media. Check out our social media links in www.qnet.net.

Participate in the scheduled conference calls and local meetings.

Read, understand, and act on each of the Fast Start email that you receive from QNET. They are designed to help you build a strong foundation.

Know your products. Make a wish list of the products you would like to work with. Don't forget to write their BVs or RSPs and prices!

Product Name	Price	BV	RSP
.....
.....
.....
.....
.....
.....
.....
.....
.....
.....

Write down your questions about QNET products and the QNET business. Make sure to bring your list when you meet your Referrer.

- 01.....
- 02.....
- 03.....
- 04.....
- 05.....
- 06.....
- 07.....
- 08.....
- 09.....
- 10.....

Determine your 'WHY'. Success is determined by knowing what you want from QNET, and how much you want it. Think about the single thing that is motivating you to succeed and write it down. Then don't let anything get in your way.

What is your 'WHY'?

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.....

Work with your referrer to make a specific plan.

Determine your business hours. Write down the days and times you will devote to your QNET business. How many hours are you willing to invest each week?

.....

.....

Start writing your contact list. Write down 100 names – without prejudging how interested they may be – to get your contact list started. Team up with your referrer and schedule your first appointments for presenting the simple QNET presentation video.

Qualify and Activate your Tracking Centres immediately.

MATCH PROSPECTS TO PRODUCTS*



520 BV & up!

Who among my list needs or wants to go on a vacation?

- 01.
- 02.
- 03.
- 04.
- 05.

1,020 BV

Who among my list needs a good water filtration system?

- 01.
- 02.
- 03.
- 04.
- 05.

520 BV & up!

Who among my list is a watch or jewellery collector?

- 01.
- 02.
- 03.
- 04.
- 05.

Find more amazing products in the QNET eStore! Go to your VO now!

*Products are subject to the availability and applicable laws of the country in which they are to be marketed and sent.

Week 2 (Day 8 to Day 14)

Approach and Make Presentations

Explore your QNET Life Site. It is a great marketing and prospecting tool! Create your own website, send emails using your very own QNET-branded email address: yourname@qnetlife.net, get retail sales, learn what QNET provides and more!

Meet your Referrer. Plan your meeting and make sure that the meeting will happen this week. Remember to bring your list of questions with you.

Initial plans you have come up with

Your favourite advice or inspirational statement from your Referrer

Refer. If you have not activated your Tracking Centers yet, Activate Now!

Aspire to be in the QNET Achievers' Club. Know the club, be inspired and stay inspired.

Get those BVs. Qualify your contact list. Find who needs what or create the need for our products!

Review your contact list and FOLLOW-UP! Make sure you'd put names in your Initial Contact List. This key worksheet should include the names and contact numbers of the people you need to call for follow-up every 48-hours.

Make Presentations! All the presentation outlines you'll need are in your Virtual Office and QNET Life Site! This doesn't have to be big, can be in a coffee shop, your home or workplace after working hours.

Week 3 (Day 15 to Day 21)

Follow-up and Lead by Example

Duplicate. What works for you will work for them, too! Show them what works so they can also show to others.

Week 4 (Day 22 to Day 28)

Build a Team

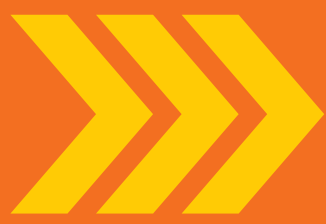
Have a meeting. No, it's not the typical corporate meeting. It should be one of those ordinary catch-up discussions with your friends. Know each other, identify and overcome challenges, share goals and work together as a team. Ask your team to duplicate.

Day 29 and Day 30

Celebrate Success

Recognise hard work.

Duplicate your success.



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*All calls are free-of-charge when made from within the stated country, with the exception of Turkey, which is charged at local call rates (international call rates apply for calls made from outside Turkey).

www.qnet.net

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