

# THE FUTURE'S R-N-R Training (Residual Income Retreat)

**I. Purpose: To Educate, Train, and Empower THE FUTURE'S business partners to acquire customers.**

A. Why You Must Acquire Customers:

1. Bonuses are paid based on customers being acquired.
2. Promotions take place based on customers being acquired.
3. Confidence is developed when people acquire customers.
4. Residual Income is earned based on customers being acquired.

**II. Goals:**

1. Help new IBO's get qualified.
2. Help IBO's qualify for Bonus Promotions.
3. Encourage existing IBO's to acquire their 60 customer points.

**III. Process: Create a Fun, Pain-Free Environment for Acquiring Customers!**

A. **Conduct the retreat at the home of the upline ETL or ETT with 60 or more customer points.**

- Friday evening is best- 6:30-8:00
- Light refreshments. Light music. Must be high energy!
- Keep Score-“High-Five” and recognize any success!
- 15 minutes of group training on services to focus on.
- Make Calls- Calls should be to people who have already been piqued, or attended an event and did not move forward.
- Work with those having trouble individually.

**IV. Close**

- A. We are building a billion dollar company, so we must acquire customers!
- B. Leaders take responsibility for the success of their business. You are responsible for setting the example, and then duplicating yourself!
- C. If you train customer acquisition properly, your team will do the same, and your business will take on a life of it's own!
- D. Here is a chance for you to create a LEGACY for your family! Let's do it!  
Let's Create THE FUTURE Together!

