



LIGHTYEAR[®]
W I R E L E S S

Fast Start **Training Guide**





Step One: Create your prospect list

Do you want to make \$5,000, \$10,000 or \$20,000 per month?

Of course you do!

You need a road map to success!

The world is your prospect list, so start your success map NOW!

Prospect	Name	Phone Number	E-mail Address
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
20			

**There are more than 267 MILLION wireless phones in the US!
That makes EVERYONE you know a PROSPECT!**

Get 100% of the correct information! Go to www.mywirelessrepspace.com!

Step Two: **Begin inviting your contacts to view our presentation**

Lightyear Wireless has created a way for you to share information with your prospects in a friendly, comfortable manner

Lightyear Wireless Presentation Methods:

- If you want to call your prospects, invite them to view our 24/7 Live Business Presentation online at www.trylightyear.com. Get back with them ASAP and ask them what they like best about the presentation.
- If you want to email your prospects, you can tell them to view your Online Wireless Store and view the short 7- minute video – Send your contacts to www.yourwebsite.mywirelessincome.com.
- If you meet them in person for a one-on-one, you can ask them to read our *Extraordinaire Magazine*. Our magazine is a 32-page bi-lingual magazine. There is also a one-page business presentation in the “Downloads” section of www.mywirelessrepspace.com under “Additional Resources.”

Script One - “Ron, if I found a way to get paid every time someone paid their wireless cell phone bill, wouldn't you want to know about it?”

Script Two - “Ron, do you keep your options open to making additional income?”

**Be excited when you talk to your Prospects!
Remember, it's not WHAT you say, it's HOW you say it!**



Step Three: Following up with your prospects after they've reviewed the information

Remember these important points:

- ☞ **Sales don't just happen**
- ☞ **80% of all sales happen after the fifth follow-up call**
- ☞ **48% of sales people call a prospect once and then quit**
- ☞ **10% of sales people keep calling and make 80% of the sales/money**
- ☞ **Follow-up is the key to making money and duplicating success**

There are 3 ways people will react when hearing about Lightyear Wireless:

Sign Me Up!

Leaders view the information and ask "How do I get started today?"

I have a few Questions.

Answer their questions and then ask,

"What else do you need to know to get started and launch your business TODAY?"

No Thanks, I will just become a Customer.

GREAT! Sign them up for Lightyear Wireless!



A. Always

B. Be

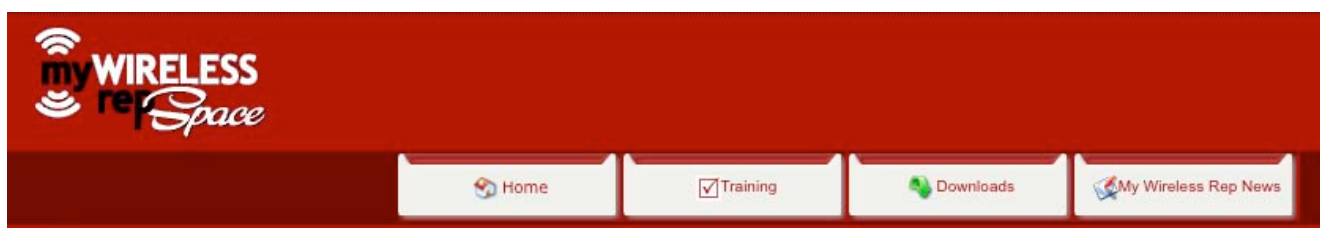
C. Closing

What else do you need to know in order to make a decision to join us?

Step Four: **Train yourself on Lightyear's Products and Compensation Plan**

Visit www.mywirelessrepspace.com and get 100% of the correct information:

- **Downloads Section** – Locate forms, training guides, marketing <http://www.mywirelessrepspace.com/index.php> flyers, business presentation and much more.
- **Training Section** – Watch our webinar presentations on our compensation plan, products, website, back office and much more.
- **My Wireless Rep News** – Stay up-to-date on all the exciting things happening across the country with Lightyear Wireless.



Join us for our weekly conference calls:

Corporate Toll Free Dial in Number – 1.877.313.2651

Pass Code – 3359756#

Monday Night Corporate Conference Calls

8 p.m. EST – Spanish Corporate Updates Call

9 p.m. EST – Corporate Updates and President's Call

10 p.m. EST – Live Business Presentation and Fast Start Training at www.whylightyear.com

Wednesday Night Corporate Training Presentation

9 p.m. EST – Live Training at www.whylightyear.com

Step Five: Become a Leader



Becoming a Leader

by Josh Henderson
President, Lightyear Wireless

Success will be determined by duplication in the field. Learn from our mistakes and compress months into minutes. Knowing what NOT to do is the fastest way to learning what TO DO. Here are some short tips that will help you become a Leader and explode your business, which in turn will change your life forever:

1. **24 Hour Plan** - The first 24-hours after you sign up a new Representative will determine the key to their success. You do not want them to become "Secret Agents." They need to expose Lightyear to as many people as possible.
2. **More Meetings Mean More Money (5 Ms)** - The more meetings you can facilitate as a Leader, the more money you will make. Leaders lead by example! (Invite prospects to the 24/7 webinar at www.trylightyear.com, do 3-way calls with up line Leaders, send e-mails inviting prospects to your website, expose prospects to *Extraordinaire Magazine*, one-on-one business presentations, etc.)
3. **Importance of 3-way Phone Calls** - The best way to use your Up-Line Leaders is to put them on 3-way phone calls. Prospects want to know who's having success, right? Promote your Up-Line Leader to your prospects! Tell them about the success your Up-Line Leader is having and let "Third Party Validation" help you become successful.
4. **Leadership is easy if you are consistent with your Lightyear Business** - The Leaders who are consistent with prospecting and following up are the Leaders who are top performers and money earners.



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