



The MyWirelessRep.com  
**Extraordinaire Challenge**  
Guarantees You  
**\$2,000!!!**

Dear Representative,

Thank you for joining MyWirelessRep.com! We are extremely happy to have you join us in our mission to “Empower People’s Lives By Showing Them A Better Way.” Our Extraordinaire Magazine Guarantee has been created to help us accomplish our mission and have all of our fantastic MyWirelessRep.com Representatives following a simple, proven system that can be easily duplicated throughout their organizations. Four years of research has lead us to finding and developing this system to help you build your MyWirelessRep.com business. Complete the four-step system (shown on back) over the next six months and we guarantee you’ll earn a minimum of \$2,000 or MyWirelessRep.com will pay you the difference!!! The magazines are less than \$2 a piece and each 25-pack is worth two customer points and the revenue counts toward the Car Bonus Programs! The Extraordinaire Challenge is backed by a guarantee in writing from our MyWirelessRep.com President,  
Josh Henderson!

John S. Henderson, IV, President, Lightyear Wireless/ MyWirelessRep.com



## Simple 4-Step Process

Complete the following 4-step system over the next 6 months and we guarantee you'll earn a minimum of \$2,000 or MyWirelessRep.com will pay you the difference!!!

### 1. Enroll for Extraordinaire Magazine auto ship for 6 months.

25 Magazines will be shipped to your doorstep every month. What's amazing is the magazine auto-ship is part of our dynamic compensation plan! No other company in the world has this available to their representatives.

### 2. One a Day, Five in Play.

Give away one Magazine per day, five days-a-week to prospects. Create a list of prospects (people you have approached in the past, successful mentors you've been afraid to approach, new prospects, people in your email address book, etc.) Make sure you gather their name, address, phone number, email information, and put them into your MyWirelessRepSpace Back office auto responder/contact management system. You need to complete this by the end of every month to qualify for the Guarantee. **NOTE:** Before giving out your magazine – make sure you staple your MyWirelessRep.com business card to the magazine!

### 3. Introduce the Magazine to your Prospects & schedule the follow up:

**A. In person** (someone you don't know): If you're standing in front of someone that you've struck up a conversation with and you want to pique their interest by saying something like this: **"You know, you seem like a really sharp person, do you keep your options open to make some extra income around your schedule?"** If yes: **"Great! Well, I'm helping to expand a company locally here in \_\_\_\_\_ and I'd love to introduce it to you. Do you have a business card?"** If they don't have a card, then right down their contact information. Then tell them: **"What I'd like to do is have you take a look at this magazine that features our company. Now, I only have a few of these I give out to people but you seem like someone who will truly appreciate this information. Here's the magazine, take a look at it tonight and I'll follow up with you tomorrow, how's \_\_\_\_\_ am/pm?"**

**B. Over the phone** (someone you know): "Hey \_\_\_\_\_ it's me \_\_\_\_\_. Listen, I've come across something that I'm extremely excited about and I want you to take a look at some information and tell me what you think. I'm going to drop off/mail a magazine today. I want you to take a look at this information, can I count on you to do that? Great, I'm going to drop it off/mail it right now and I'll give you a call later tonight to follow up."

**4. The Follow-up:** The key with the follow up is that it is **QUICK & DIRECT!!!** Don't wait more than 24 hours to follow up!!! Here's a sample script of what to say:

**"Hey \_\_\_\_\_, did you get a change to go through the magazine I gave you?"** If they say yes: **"Great, what did you like best about what you saw?"** Whatever response they provide, agree with them, and also write that down (and file that info away to pass on to your upline mentor – we'll be using this as a focal point for your prospect). **"Do you think you might like to learn more about this program?"** If they say yes: **"Excellent! Grab a pen I'm going to give you a link to my website: [www.mylightyear.com/YOURSITE](http://www.mylightyear.com/YOURSITE)."** Or get with them and go over the one page Comp Plan (provided in your back office.) **"There's a simple presentation there that will walk you through some information. I'll call you back at \_\_\_\_\_ am/pm; does that sound okay to you?"**

When you call them back it's a good idea to have an upline mentor standing by to either take a **"welcome to the team call"** or to answer any questions/objections your prospect might have. Remember: Use the system and keep it simple – no explaining or training! You want your prospect to be able to say, "Yes, I can do this."

If they have NOT looked at the magazine then say: **"\_\_\_\_\_, as I said, I only hand these out to a select group of people so it's VITAL that you take a look at this information so I can follow up with you TONIGHT and if you're not interested I'll swing by and pick up the magazine."**

This **PROVEN** system is **GUARANTEED** to make you at least \$2,000 in commissions during your first six months or Lightyear will pay you the difference! **Following up with your prospect is the MOST IMPORTANT** part of accomplishing this milestone in your MyWirelessRep.com business.

We look forward to your success and helping you in any way we can!