

# Extra Digit's 4-Steps to 3\*\*\* Director

"4 Words To Master" - 1: Question | 2: Connection | 3: Invitation | 4: Decision

MWR Link To Sign New Members: \_\_\_\_\_ Username/Password: \_\_\_\_\_

My First Wealth Promo Date Is: \_\_ / \_\_ / \_\_

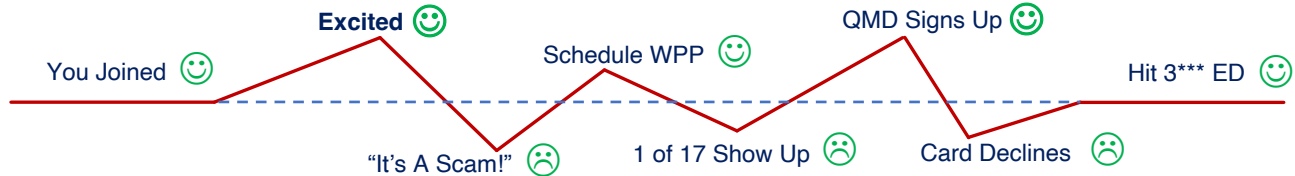
Short Term Goals: ED = \$5/Day: Your business is Self-Funded

Answer this question: "To make my business worthwhile, I'm willing to work to build it to \$ \_\_\_\_\_ Mth."

Answer this question: "I am building this business because \_\_\_\_\_!"

## A Builder's Mindset

### Avoid The Emotional Roller Coaster – Develop Relaxed Intensity



## Your Memory Jogger: 50 (Calls) – 15 (Show Up) – 5 (Join)

### 10 Friends

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

### 10 Co-Workers

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

### 10 Family Members

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

### 10 Friends of Sig Others

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

### 10 Referrals

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## 4 Words To Master

### 1. Question: Never "sell" the business. Make calls to the list above and gather information.

- A. Have you ever heard of...? (The 72hr Money Challenge? Make Wealth Real?, Extra Digit Movement?)  
B. "Let me ask you a question." E. "Turn expenses into income" H. "Real people with real results"  
C. "We have people who do that for us!" F. "Daily Pay" J. "Synergy-Alignment-Collaboration"  
D. "Residual Income" G. "Experts do all the work" K. "Side hustle without the hassle!"

\*Note: The answer to any question is in the EDM 3-part Video [www.ExtraDigitMovement.com](http://www.ExtraDigitMovement.com)  
"You have to see this 3-part video. Do you have 9 minutes?"

### 2. Connection: Introduce your prospect and upline via a text thread.

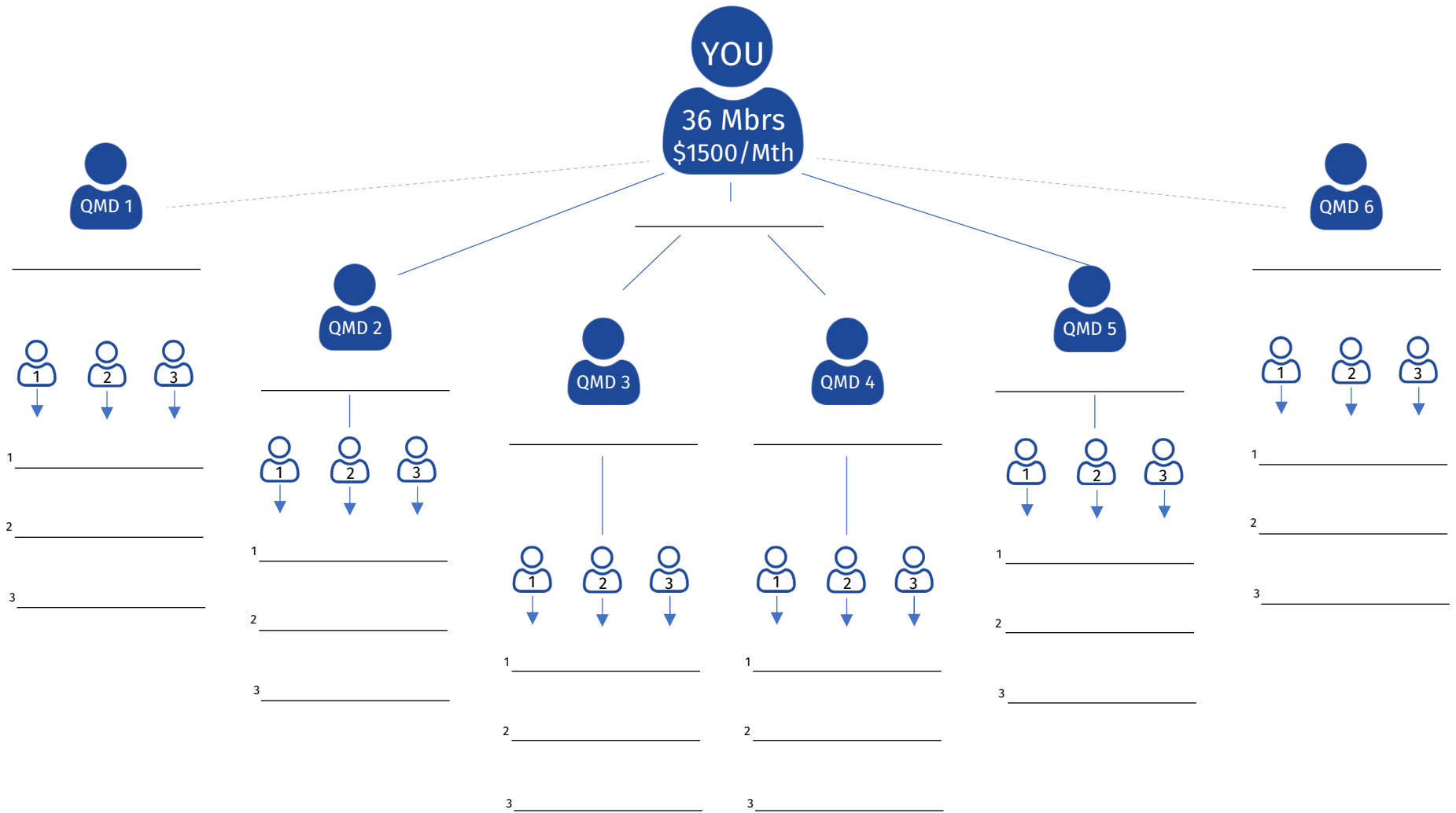
Mr./Mrs. Expert I have John Doe in this chat with us, He/She has seen the 3-part video. Do you have anymore 5-minute Q/A slots available today?

### 3. Invitation: Your upline will schedule a time for a 5-minute Q/A call with you and your prospect.

A. Where are you from? Perfect, fire away with any ?'s you have & I have a few for you. What are you investing in these days?

### 4. Decision: Do not be afraid to enroll the Prospect.

How much money would you like to make per month? How soon would you like to get started towards making that amount?



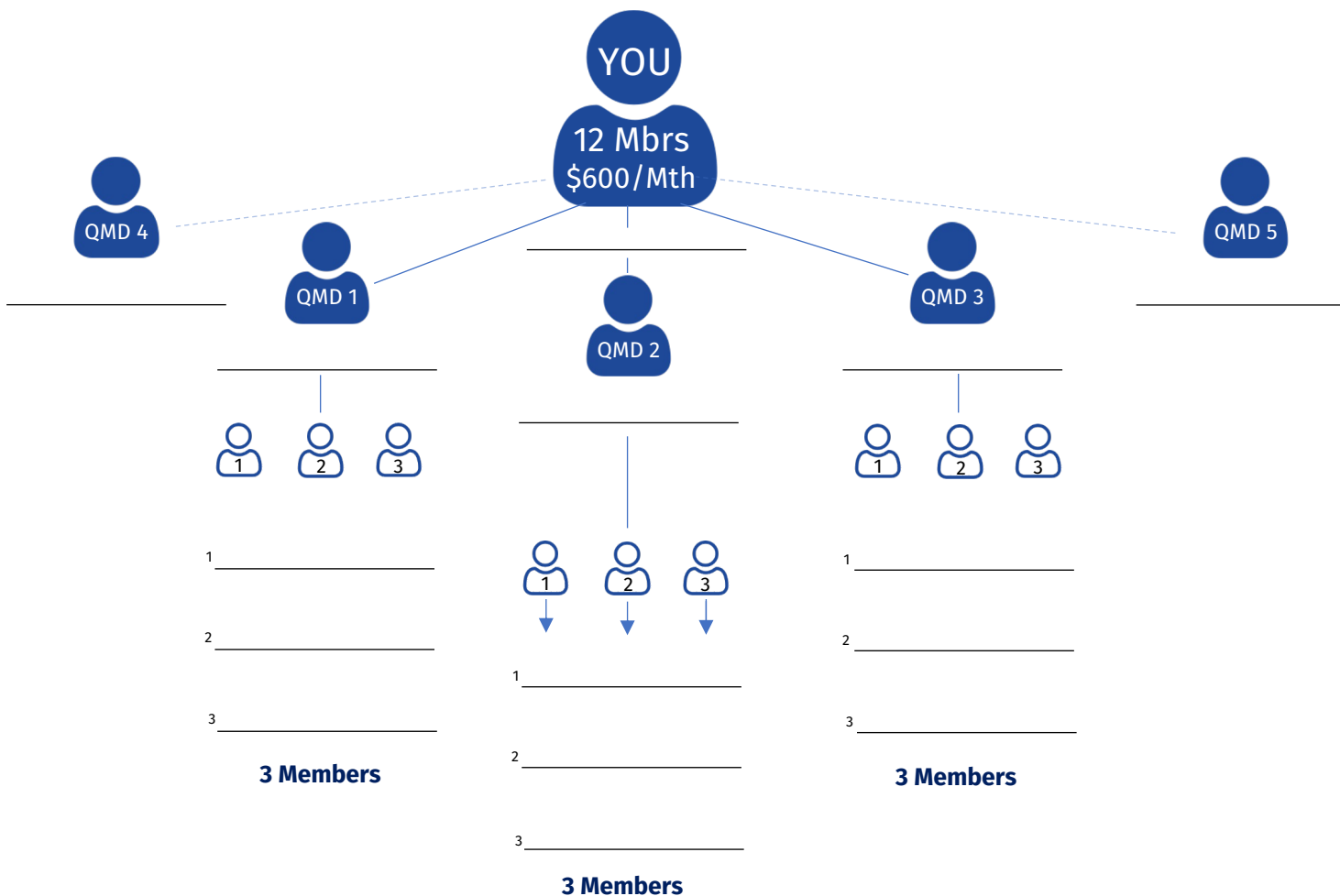
\*Note: Do you have 1 outside Member (\$149/mth) to rank up and trigger your Daily Guarantee? Y/N

### **Trigger Your Momentum Bonus...**

- Executive Director (Sponsor 3 QMDs in 30 Days) = \$150
- 2\*\* Executive Director (Create 3 EDs in 60 Days) = \$450
- 3\*\* Executive Director (Create 3 2\*\* Executive Directors in 90 Days) = \$900

### **Rank Up & Trigger Your Daily Guarantee**

- Executive Director (3 QMDs + 1 Mbr) = \$150/Mth
- 2\*\* Executive Director (12 Members) = \$600/Mth
- 3\*\* Executive Director (36 Members) = \$1500/Mth



\*Note: Do you have 1 outside Member (\$149/mth) to rank up and trigger your Daily Guarantee? Y/N

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