



The Freedom Voice QuickStart Guide To Building Your Own Business

Freedom Voice™
THE #1 WAY TO GROW YOUR NETWORK MARKETING BUSINESS™

Welcome!

Freedom Voice sells toll-free numbers, voicemail, fax services and other inexpensive technology through what is known as “Network Marketing” or “Multi-Level Marketing.”

While many traditional businesses and companies sell their goods and services through retail outlets, catalogues, trade shows, telemarketing, etc., we have chosen to use Network marketing to sell our services.

We’ve done this for several good reasons.

First, many of the country’s top corporations are using network marketing to distribute their goods and services (Xerox, IBM, Motorola, General Electric, Ford, Avon... and hundreds more).

Second, we’ve now seen many Network Marketing companies become very successful, making many people across the country very rich in the process.

Third, as you know, instead of spending tens of thousands, hundreds of thousands, or even millions to open a successful franchise or other business, you can start your own network marketing business for under \$100!

Network Marketing is not new.

It has been around for decades.

We believe that now is the perfect time to get involved with network marketing.

If you are serious about building a successful business and making money, this is the place to do it.

Inside this guide, I am going to share some of our principles and secrets of making money with you.

And when they give you an affirmative answer, just let them see the Features and Benefits form and point out the benefits to match their problem.

Most entrepreneurial people who would like to start a business have similar problems, too.

They’d like to get away from working for someone else.

They’d like to set their own hours and make more money.

They’d like to have residual income without work.

So do the same thing.

Ask them:

Do you like working for someone else?

Would you like to make more money?

Would you like to set your own hours?

If you get an affirmative, then show them the compensation plan for Freedom Voice and tell them the benefits. In any case, if your prospect is interested, you need to get them to take the next step as soon as possible.

Every moment you wait lowers your chances of success with them. So if you have someone who’s interested, say:

“Great! All we need to do to get you started is fill out one quick page and sign you up. It’s that simple. And it will only take about 5 minutes. And if you don’t like it after you’ve started, you get a refund any time within the first 30(?) days. Of course, you have to pay for any time that you use on your toll-free number, but all of your other fees will be refunded, no questions asked. So let me get the spelling of your name...”

And then start filling out the paperwork.

Make it simple and easy, and you’ll sell more.

How To Talk To People About Freedom Voice

Now I'd like to talk to you about how to talk to others about Freedom Voice Systems and the opportunity.

First of all, you don't need to know everything in order to start. Inside the kit that you received when you signed up you have all the tools you need in order to get started.

The main tools that you'll need are the Freedom Voice System Order Form and the Freedom Voice Features And Benefits form.

When you are selling a system, the most important thing to focus on are the problems that the person is having, and the benefits that a voice systems will provide them.

Most small and home businesses have a few major problems:

They don't have enough time

They would like to be perceived as larger, established, professional businesses

They would like to automate their sales process and they don't like answering the phone for little time wasters

All you have to do is ask questions like:

Do you have enough time to do everything you want to do?

Would you like people to think of you as larger and more established?

Would you like to automate your sales process?

Would you like to have little questions answered for you?

Read this guide all the way through.

And reread it often.

If you follow the directions inside this guide, you will greatly increase your chances of becoming successful.

As you know, no one can do it for you.

If you want to succeed, you'll have to take the initiative and do what is necessary to become successful.

Read this guide and follow the directions.

That's your first step.

If you have any questions, or get stuck, just pick up the phone and call us.

We're here to help.

Our number is (800) xxx-xxxx.

We wish you all the best!

Eben Pagan

What You Believe Determines Your Business Success

After spending many years studying successful businesses and business people, I've discovered one common trait among almost every single success: They all believed that they would be successful.

Most people go through life with an attitude of "I hope I get lucky this time."

Successful people know that it's only a matter of time before it happens.

I would like to ask you a question.

Are you absolutely sure that you are going to be successful?

If you are sure, then go on to the next section.

If not, read on.

First of all, beliefs are not easy to change (unless you know how).

And learning how to change your beliefs is even a matter of belief.

Most people don't believe that they can change their beliefs!

But the most important thing for you is to believe that you are going to be successful.

And there are a few good resources and techniques that you can use.

Here are three great ways to help you start believing that you

By focusing all of your energy on these ten people, you will have great impact.

To find ten great ones, you'll probably have to sign up between twenty five and fifty total.

Out of these, ten will rise to the top and become successful.

Then your main job is to support these people and make them successful.

You, in turn will reap the rewards of their success.

So set a goal right now to find ten great distributors within the next twelve months.

If you sign up one a week from now on, you'll have a good chance of hitting that goal.

How To Make Money With The System

There are basically two different types of sales that you can make.

You can sign someone up for a voicemail system, or you can sign someone up as a distributor.

Either way you make money.

But the amount of money you make can vary greatly.

Let's say that you sell a FreedomLITE voicemail system to a person who owns a home based business.

You will make 70% of the first month's rental, and 20% of each month thereafter.

So you will make somewhere around \$13.45 the first month and \$2.99 every month thereafter.

Now let's say instead that you sign up a distributor who sells three voice systems a week for a year.

At the end of a year's time, you'll be making \$320.25 a month.

Do you understand the difference?

It's important that you know how to sell systems as well as distributor packages.

This way you can teach others later.

If you are serious about building a large business, keep in mind the goal of finding ten great people to be directly under you.

Then help each of these people build their business the same way.

will be successful:

1. Make a picture in your mind of exactly what you will look like when you are successful. Make everything perfect... how you'll be dressed, the look on your face, your posture, everything. Make this image bigger and brighter, and focus on it. Then step into the image and feel how it feels to be this person now. Do this exercise every day for at least five minutes.

2. Begin to talk to yourself like you will when you are as successful as you want to be. Write down the kinds of sentences that you will use when you are successful. Think about how you will handle things differently. Start thinking, acting and talking to yourself this way NOW.

3. Find someone who has already become very successful and start spending time around them and helping them become more successful. Do this without asking for anything in return. Do this just to spend time with them. You begin to think like the people that you spend time with. This will help you to start thinking success.

And if you're really serious, get the following:

The book "What To Say When You Talk To Yourself" by Shad Helmstetter

The audio tapes "The Psychology Of Achievement" by Brian Tracy available from Nightingale Conant (800) 323-3938

The audio tapes "NLP, The New Technology Of Achievement" By Charles Faulkner, also available from Nightingale Conant (800) 323-3938

These should help you to install the belief that you will be successful.

You need to start believing that you will be successful.

This book and these tapes will help you.

Why Goals Don't Work For Most People... And What To Do About It

If you've spent any amount of time reading "Self Help" books and "Success" books, then you're heard it many times: "You need to set goals."

But for most people, the act of saying "I want a million dollars" seems like just a wish, no matter how they do it.

There are ways to set goals so you reach them.

But you need to understand that there is a big difference between a goal and a wish.

A wish is a want mixed with uncertainty.

A goal is a specific outcome with a plan to get it.

Before I tell you how to set goals that you can reach, I need to give you the magic ingredient that makes goals attainable: persistence.

A properly set goal mixed with the right kind of persistence makes it far more likely that you will get it.

Here's a very effective way to set goals.

First of all, you need to not only know what you want, but why you want it.

You need to be very specific (Not just "I want to be rich" but "\$1 Million")

And you need to write these things down.

So start out by writing down the top ten things that you want

Your Target Markets

Now that you are a Freedom Voice Distributor, you can sell voicemail systems and sign up other distributors.

There are few key target markets that you should keep your eyes open for.

These are small and home based businesses who could take advantage of our voice systems, and entrepreneurial people who would like to start their own Freedom Voice businesses.

This means, in effect, that almost everyone is a potential customer.

The real key to making and spotting opportunity is how you think and how you listen.

The best way to sell is to help people solve problems and get goals with what you have to sell.

So start listening to what problems the people around you are talking about.

Notice when you are talking to someone and they say that they are working harder and harder and they have less and less time.

Notice when they say they are tired of working for someone else.

Notice when they say they are unhappy with their current voicemail services. This is where opportunity lies.

Next, learn how to find problems to solve.

Earlier, I mentioned the book "Spin Selling."

This book is all about uncovering problems in a way that makes people sell themselves on your products and services.

I would highly recommend it.

Ogilvy On Advertising by David Ogilvy

Psycho Cybernetics by Dr. Maxwell Maltz

Unlimited Power by Tony Robbins

And finally, look into joining your local Toastmasters group to learn about public speaking.

This is a great way to learn how to talk to groups at your own pace, which will give you the ability and confidence to make presentations to larger groups.

in your life, and why you want them.

Make a list of the specific things that you want to get in life.

And next to each one, write down why you want it (Hint: the reasons why you want things are usually feelings that you'll have inside).

Then imagine what it will be like having achieved that goal, as if you had achieved it right now.

Now, every day rewrite the list and imagine all over again.

That's right, I said every day.

Write your goals and imagine them every day from today until you get them.

Trust me, it's worth it.

The first time I heard about goal setting (About 13 years ago) I thought that it must be a bunch of superstition.

But after reading about goals, I decided to make a list of the things that I wanted to achieve and review it often.

I can still remember thinking "It will be years before I have all this stuff."

Well, as you can probably guess, I had achieved all of my goals much sooner... in just a matter of months.

I was hooked.

I have been setting goals ever since... and as I look around the room I'm sitting in, just about everything in sight (including the ocean outside my window) is a result of setting goals.

After you've set your goals, you need to add the magic ingredient: Persistence.

In think and grow rich, Napoleon Hill calls this a "Definite

Major Purpose” and making a commitment to get it no matter what.

When I set a goal, I make a commitment to myself that I will do whatever it takes to achieve the goal (within my ethics and values system, of course).

And then I tell other people that I am going to do whatever it takes to get there (I make sure to only tell people who will encourage me).

The act of writing your goals and imagining them every day has amazing power.

By the way, it's OK to change your goals, as long as you keep writing them and imagining them every day.

And I would highly recommend that you read “Think And Grow Rich” by Napoleon Hill at least once a year.

This is the most powerful book that I've read on the topic of success, period.

Constantly Educate Yourself To Ensure Success

In this day and age, the world around us is changing more and faster every day.

The only way to stay confident and successful in today's business climate is to constantly learn new things and educate yourself.

Whether you are feeling confident and strong, or weak and unsure of yourself, the one way to make it better is to read a great book or listen to a great tape for ideas.

The mind lives on ideas.

And the heart gets its inspiration from ideas that start in the mind.

If you're going to be involved with owning your own business or marketing and sales, then there are a few major topics that you should understand.

These are Communication, Selling, Marketing, Presenting, and Personal Development.

If you are serious about your future, then go out and get these books and tapes:

How To Win Friends And Influence People by Dale Carnegie

How To Write, Speak, And Think More Effectively by Rudolph Flesch

Spin Selling by Neil Rackham

Feel The Fear And Do It Anyway by Susan Jeffers

Rich Dad, Poor Dad by Robert Kiasaki