

Welcome

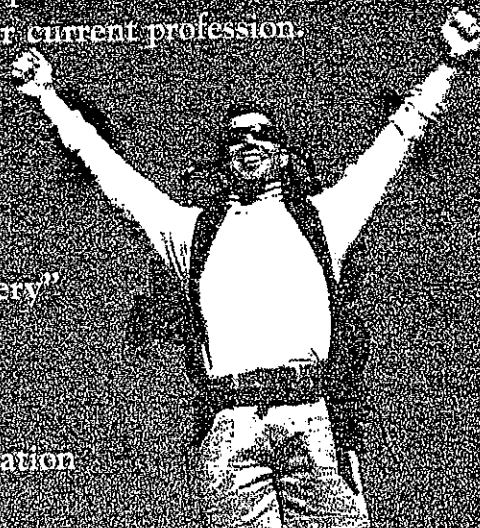
We want to congratulate you for taking the first major step to improve your financial future. You are about to participate in what many of us believe is the best business opportunity in the world. You may think that is a very bold statement, but for those of us who have attained "Financial Freedom," we know that there is nothing else that we would rather do. We believe that you may feel the same way.

The purpose of this workbook is to give you, the new Independent Business Owner (IBO) the best chance for success in your new business venture. This workbook was not designed to have all the answers. Rather, it was designed to get you started with a pattern that has been proven successful by thousands of people around the country. You will also have access to seminars, your support team, and many "tools" to support you as you progress in your business.

Before you start, we would like to remind you that although you can achieve success in this business rather quickly, you will see that this is not a "get rich quick scheme." This is a business, and like any other business, the more you put into it, the more you can expect to get out of it. What's unique about this business opportunity is the ability to start at your pace without giving up the security of your current occupation while building a business that can match or surpass the income of your current profession.

This workbook is divided into six sections:

1. Register as an IBO
2. Set up your "Ditto Delivery"
3. MCI & Voice Mail
4. Getting Started
5. The System
6. Misc. Products & Information



We are excited about your decision and committed to your success!

Your Progressive Business Concepts Leadership Team.

We sincerely hope that the ideas presented here assist you in the development of a strong and profitable business. While no one can guarantee success, many have proven these ideas to be powerful tools in the realization of their goals and dreams.

Register as an IBO

Welcome to the team

Registering as an IBO is a simple 4 step process. Let's take a minute to get you started.

1. The price to register is:

- A. Annual business fee - \$39.00 _____
- B. 2 Choices Gift Incentive albums - \$80.00 _____
(optional but highly recommended)
- C. IBO publication - \$20.00 _____
(optional but highly recommended)

Subtotal _____
State Sales Tax _____
Shipping _____
Total _____

2. Complete Application

- Be sure to fill out completely.
- Collect payment
- Include your Social Security Number
(a % of your bonuses will be deducted if you choose not to include it)

3. Redeem your Gift Incentive albums

You can pick your choices now, however we recommend that you do this last so that you can choose items not included on your ditto delivery

4. Process application

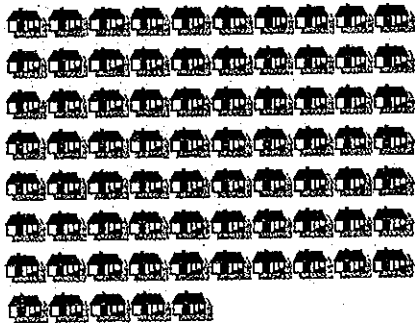
You can process this application three different ways.

1. Online www.quixtar.com
2. Phone (800) 253-6500
3. By mail

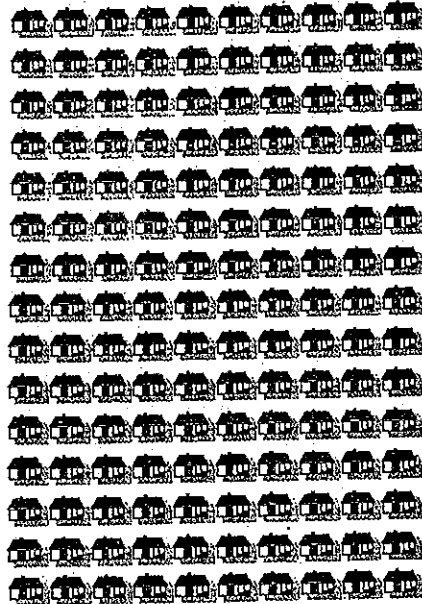
Why 100 points

How do you achieve 7500 points?
(It's your choice)

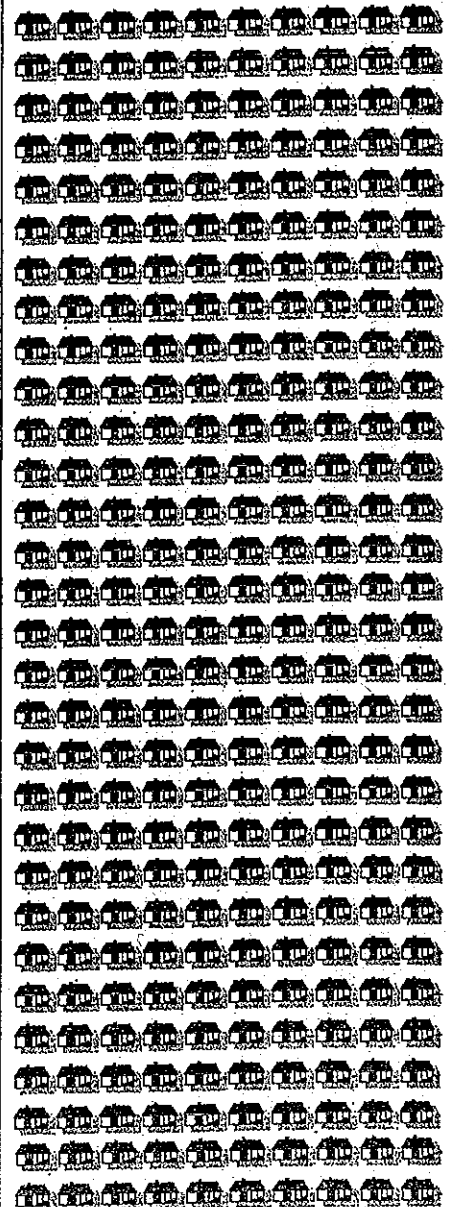
7500 points with each
IBO doing 100 points
75 Households



7500 points with each
IBO doing 50 points
150 Households



7500 points with each
IBO doing 25 points
300 Households



2 Member Family - Option 1

☐ Home Care

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
LOC	E1	2.75	7.25	\$6.35	1			1			1			1		
SA8 Powder	E3	7.20	18.90	\$18.50		1			1			1			1	
LOC Soft Cleaner	E951	2.00	5.35	\$4.90			1						1			
Bathroom Cleaner	E3854	1.60	4.30	\$4.60			1						1			
Scrub Buds	E6407	2.85	7.40	\$6.10				1						1		
Fabric Retresher	EE67	2.75	7.95	\$7.50					1							1
Kitchen Cleaner	E7477	1.75	4.70	\$4.60		1			1			1			1	
Glass Cleaner	E7485	1.65	4.40	\$4.30		1							1			
Bleach 3 lbs	E8204	2.85	7.50	\$7.55	1			1			1			1		
Pursue Foam Clnr	E8346	1.50	4.00	\$4.35				1				1				1
Daily Shower Clnr	E8757	1.40	3.70	\$4.00		1						1				
All Fabric Bleach	E8935	4.05	10.50	\$9.95	1		1		1		1		1		1	
Prewash Liquid	E8945	3.00	7.80	\$6.65		1		1		1		1		1		1
Dish Drops	E9095	3.15	8.35	\$8.50	1					1						
SA8 Fabric Softener	EE145	3.00	8.05	\$8.30			1			1			1			1
Pursue Toilet Clnr	EE222	1.45	3.80	\$4.15				1						1		
Dishwasher Tabs	EE247	4.20	11.25	\$11.25			1				1					1
Total pv					12.80	15.00	14.85	14.40	13.00	11.90	13.85	14.85	12.30	12.90	13.00	14.45
Total Cost					32.35	38.05	39.00	35.15	33.05	30.95	35.10	38.10	32.05	30.80	33.05	38.05

Substitutions / Add-ons:

<input type="checkbox"/> SA8 Liquid	E5216/13 25/34 80/32 65
<input type="checkbox"/> SA8 Tablets	100297/10 90/28 55/28 00
<input type="checkbox"/> Trizyme	E7391/2 95/7 75/7 95
<input type="checkbox"/> Smashing White	E764/2 55/6 70/5 90
<input type="checkbox"/> Fabric Finish	E964/2 45/6 55/5 60
<input type="checkbox"/> Industroclean	E32/2 50/6 55/5 80
<input type="checkbox"/> Aerosol Glass Cleaner	E8116/2 20/5 80/5 25
<input type="checkbox"/> Pursue Broad Spectrum	E23/2 80/7 30/6 30
<input type="checkbox"/> Pursue Disinfectant Clnr	E3878/3 60/9 40/7 90
<input type="checkbox"/> Auto Dishwashing Powd	EE86/3 15/8 40/8 60
<input type="checkbox"/> Prewash Spray	E799/3 00/7 80/6 65

☐ Personal Care

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Deodorant Stick	E2166	1.70	4.40	\$4.60	1		1	1	1	1	1		1	1	1	1
Family Bar Soap (4)	E2170	3.75	9.85	\$10.00			1						1			
Liquid Hand Soap	E2171	1.75	4.70	\$4.80		1			1			1			1	
Gentle Daily Cleanser	E5000	2.40	6.40	\$6.30	1		1		1		1		1		1	
Volumizing Detangler	E5040	3.25	8.50	\$8.25	1			1			1			1		
Volumizing Mousse	E5085	2.50	6.55	\$6.40		1			1			1			1	
Sculpting Spray Gel	E5090	3.35	8.75	\$8.40		1		1		1		1		1		
Lock/Hold Styling	E5100	2.90	7.65	\$7.40			1			1			1			1
Final Step Fin Spray	E8789	3.05	8.05	\$7.80	1			1			1			1		
Mouthwash Mint	E9529	3.10	8.05	\$6.45		1			1			1			1	
Fluoride Toothpaste	E9530	1.40	3.70	\$3.95			1			1			1			1
Total pv					10.40	10.70	12.15	11.35	11.45	9.35	10.40	10.70	12.15	11.35	11.45	9.35
Total Cost					26.95	26.05	32.25	29.05	28.55	24.35	26.95	26.05	32.25	29.05	28.55	24.35

Substitutions / Add-ons:

<input type="checkbox"/> Deodorant Roll-on	E2178/1 35/3 50/3 85
<input type="checkbox"/> Body Wash	E2162/2 15/5 75/5 75
<input type="checkbox"/> Volumizing Cleanser	E5020/2 40/6 40/6 30
<input type="checkbox"/> Dandruff Cleanser	E5060/2 90/7 65/7 45
<input type="checkbox"/> Revitalizing Cleanser	E8854/2 40/6 40/6 30
<input type="checkbox"/> Moisturizing Detangler	E5050/3 25/8 50/8 25
<input type="checkbox"/> Styling Gel	E5095/1 95/5 20/5 15

☐ Weight Control

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
CLA - 500	100280	26.70	70.20	\$60.30	1	1	1	1	1	1	1	1	1	1	1	1
Total pv					26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70
Total Cost					60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30

Substitutions / Add-ons:

<input type="checkbox"/> Chrompic Extra	A8600/16 70/44 00/34 10
<input type="checkbox"/> Protein Powder	A7451/11 75/30 95/23 20

Check which Categories you want to place on your ditto
Place an X in the left hand box within each category you checked to
remove a particular product from your ditto

Signed:

*Prices, PV/BV subject to change

2 Member Family - Option 2

☐ Double XX

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Double XX	A4300	24.20	64.60	\$49.35	1	1	1	1	1	1	1	1	1	1	1	1
Total pv					24.20	24.20	24.20	24.20	24.20	24.20	24.20	24.20	24.20	24.20	24.20	24.20
Total Cost					49.35	49.35	49.35	49.35	49.35	49.35	49.35	49.35	49.35	49.35	49.35	49.35

☐ Anti-Oxidant

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
NutriEdge	A4285	16.70	43.85	\$32.20	1	1	1	1	1	1	1	1	1	1	1	1
Total pv					16.70	16.70	16.70	16.70	16.70	16.70	16.70	16.70	16.70	16.70	16.70	16.70
Total Cost					32.20	32.20	32.20	32.20	32.20	32.20	32.20	32.20	32.20	32.20	32.20	32.20

Substitutions / Add-ons:

- ☐ Parselenium E A4261/13.40/35 15/25 15
- ☐ MultiCarotene A8058/5.65/14.95/12.60
- ☐ Bio C Plus A4211/18.70/49.15/35.75
- ☐ Anti-Oxidant Complex A8603/28.95/76.20/58.95
- ☐ Fruit & Vegetable 100648/13.25/36.00/30.90

☐ Nutrition

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Protein Bar - FB	EE95	6.15	16.10	\$16.00	1	1	1	1	1	1	1	1	1	1	1	1
Protein Shake - Ch	600001	12.45	24.90	\$24.90	1	1	1	1	1	1	1	1	1	1	1	1
Total pv					18.60	18.60	18.60	18.60	18.60	18.60	18.60	18.60	18.60	18.60	18.60	18.60
Total Cost					40.90	40.90	40.90	40.90	40.90	40.90	40.90	40.90	40.90	40.90	40.90	40.90

Substitutions / Add-ons:

- ☐ Protein Bar - Peanut 100311/6.15/16.10/16.00
- ☐ Protein Bar - Choc-Mint EE220/6.15/16.10/16.00
- ☐ Protein Bar - Orange Cr EE221/6.15/16.10/16.00
- ☐ Protein Shake - Strawberry 600002/12.45/24.90/24.90

☐ Refreshments

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Active 8 - Grape	E9973	3.45	9.00	\$8.30	1	1	1	1	1	1	1	1	1	1	1	1
Coffee - Regular	X5739	10.58	10.58	\$15.12	1	1	1	1	1	1	1	1	1	1	1	1
Meal-Rep Bar	100048	7.80	20.50	\$17.65	1	1	1	1	1	1	1	1	1	1	1	1
Total pv					21.83	21.83	21.83	21.83	21.83	21.83	21.83	21.83	21.83	21.83	21.83	21.83
Total Cost					41.07	41.07	41.07	41.07	41.07	41.07	41.07	41.07	41.07	41.07	41.07	41.07

Substitutions / Add-ons:

- ☐ Active 8 - Tang/Orange E9971/3.40/9.00/8.30
- ☐ Acerola Cherry E9974/4.25/11.15/10.00
- ☐ Strive Sports - Citrus E2763/3.00/7.85/7.95
- ☐ Strive Sports - Cherry E5002/3.00/7.85/7.95
- ☐ Coffee - Decaf X5740/11.17/11.17/15.96
- ☐ Meal Rep Bar - Crispy Rice EE947/7.80/20.50/17.65

☐ Skin Care

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Eye/Lip Remover	E4662	3.85	10.30	\$9.05		1		1		1		1		1		1
Skin care Sys-MR	E5017	19.90	52.20	\$39.10	1		1		1		1		1		1	
Alpha Hydroxy Ser	E8006	14.35	38.30	\$30.25		1		1		1		1		1		1
Total pv					19.90	18.20	19.90	18.20	19.90	18.20	19.90	18.20	19.90	18.20	19.90	18.20
Total Cost					39.10	39.30	39.10	39.30	31.10	39.30	31.10	39.30	31.10	39.30	31.10	39.30

Substitutions / Add-ons:

- ☐ Skin care Sys - Delicate E5110/19.90/52.20/39.10
- ☐ Skin care Sys - Clarifying E5018/19.90/52.20/39.10
- ☐ Wild Yam Treatment E7313/10.95/34.90/29.95
- ☐ Nighttime Renewal Creme E3442/22.40/58.90/44.10
- ☐ Bright Idea E9648/17.45/46.35/36.55
- ☐ Blemish Control EE176/4.45/11.80/10.30
- ☐ Firming Gel E3887/9.25/24.65/24.60
- ☐ Exfoliating Scrub E1096/8.30/21.80/16.10
- ☐ Hydrating Masque E1098/6.60/17.30/13.15
- ☐ Deep Cleansing Masque E1097/6.25/16.35/12.45
- ☐ Self Tanning Lotion 100283/5.15/13.50/11.25
- ☐ Replenishing Eye Creme 100227/7.85/21.15/17.05

Check which Categories you want to place on your ditto
Place an X in the left hand box within each category you checked
to remove a particular product from your ditto.

Signed: _____

*Prices, PV/BV subject to change

4 Member Family - Option 1

Home Care

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
LOC	E1	2.75	7.25	\$6.35	1			1			1			1		
SA8	E3	7.20	18.90	\$18.50	1	1		1	1		1	1		1	1	
LOC Soft Cleanser	E951	2.00	5.35	\$4.90			1			1			1			1
Bathroom Cleaner	E3854	1.60	4.30	\$4.60		1			1			1			1	
Scrub Buds	E6407	2.85	7.40	\$6.10						1						1
Fabric Refresher	EE67	2.75	7.35	\$7.50						1						1
Kitchen Cleaner	E7477	1.75	4.70	\$4.60		1	1		1	1		1	1		1	1
Glass Cleaner	E7485	1.65	4.40	\$4.30						1						1
Bleach 3 lbs	E8204	2.85	7.50	\$7.55	1	1		1	1		1	1		1	1	
Pursue Foam Clnr	E8346	1.50	4.00	\$4.35		1			1			1			1	
Daily Shower Clnr	E8757	1.40	3.70	\$4.00	1			1			1			1		
All Fabric Bleach	E8935	4.05	10.50	\$9.95	1	1	1	1	1	1	1	1	1	1	1	1
Prewash Liquid	E8945	3.00	7.80	\$6.65	1	1	1	1	1	1	1	1	1	1	1	1
Dish Drops	E9095	3.15	8.35	\$8.50			1					1				
Fabric Softener	EE145	3.00	8.05	\$8.30			1			1			1			1
Pursue Toilet Clnr	EE222	1.45	3.80	\$4.15		1			1			1			1	
Dishwasher Tabs	EE247	4.20	11.25	\$11.25			1			1			1			1
Total pv					21.25	23.40	21.15	21.25	23.40	25.25	21.25	23.40	21.15	21.25	23.40	25.25
Total Cost					53.00	60.35	54.15	53.00	60.35	63.55	53.00	60.35	54.15	53.00	60.35	63.55

Substitutions / Add-ons:

<input type="checkbox"/> SA8 Liquid	E5216/13 25/34 80/32 65
<input type="checkbox"/> SA8 Tablets	100297/10 90/28 55/28 01
<input type="checkbox"/> Trizyme	E7391/2 95/7 75/7 95
<input type="checkbox"/> Smashing White	E764/2 55/6 70/5 90
<input type="checkbox"/> Fabric Finish	E964/2 45/6 55/5 60
<input type="checkbox"/> Industroclean	E32/2 50/6 55/5 80
<input type="checkbox"/> Aerosol Glass Cleaner	E8116/2 20/5 80/5 25
<input type="checkbox"/> Pursue Broad Spectrum	E23/2 80/7 30/6 30
<input type="checkbox"/> Pursue Disinfectant Clnr	E3878/3 60/9 40/7 90
<input type="checkbox"/> Auto Dishwashing Powd	EE86/3 15/8 40/8 60
<input type="checkbox"/> Prewash Spray	E799/3 00/7 80/6 65

Protein

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Protein Bar - FB	EE95	6.15	16.10	\$16.00	3	3	3	3	3	3	3	3	3	3	3	3
Protein Shake - Ch	600001	12.45	24.90	\$24.90	2	2	2	2	2	2	2	2	2	2	2	2
Total pv					43.35	43.35	43.35	43.35	43.35	43.35	43.35	43.35	43.35	43.35	43.35	43.35
Total Cost					97.80	97.80	97.80	97.80	97.80	97.80	97.80	97.80	97.80	97.80	97.80	97.80

Substitutions / Add-ons:

<input type="checkbox"/> Protein Bar - Peanut	100311/6 15/16 10/16 00
<input type="checkbox"/> Protein Bar - Choc-Mint	EE220/6 15/16 10/16 00
<input type="checkbox"/> Protein Bar - Orange Cr	EE221/6 15/16 10/16 00
<input type="checkbox"/> Protein Shake - Straw	600002/12 45/24 90/24 90

Skincare

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Eye/Lip Remover	E4662	3.85	10.30	\$9.05		1		1		1		1		1		1
Skincare Sys-MR	E5017	19.90	52.20	\$39.10	1		1		1		1		1		1	
Alpha Hydroxy Ser	E8006	14.35	38.30	\$30.25		1		1		1		1		1		1
Wild Yam Treatment	E7313	10.95	34.90	\$29.95	1	1	1	1	1	1	1	1	1	1	1	1
Total pv					30.85	29.15	30.85	29.15	30.85	29.15	30.85	29.15	30.85	29.15	30.85	29.15
Total Cost					69.05	69.25	69.05	69.25	69.05	69.25	69.05	69.25	69.05	69.25	69.05	69.25

Substitutions / Add-ons:

<input type="checkbox"/> Skincare Sys - Delicate	E5110/19.90/52 20/39 10
<input type="checkbox"/> Skincare Sys - Clarifying	E5018/19.90/52 20/39 10
<input type="checkbox"/> Nighttime Renewal Creme	E3442/22 40/58 90/44 10
<input type="checkbox"/> Bright Idea	E9648/17.45/46 35/36.55
<input type="checkbox"/> Replenishing Eye Creme	100227/7 85/21 15/17 05
<input type="checkbox"/> Blemish Control	EE176/4 45/11 80/10.30
<input type="checkbox"/> Firming Gel	E3887/9 25/24 65/24 60
<input type="checkbox"/> Exfoliating Scrub	E1096/8 30/21 80/16 10
<input type="checkbox"/> Hydrating Masque	E1098/6 60/17 30/13 15
<input type="checkbox"/> Deep Cleansing Masque	E1097/6 25/16 35/12 45
<input type="checkbox"/> Self Tanning Lotion	100283/5 15/13 50/11 25

Snacks

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Active 8 - Grape	E9973	3.45	9.00	\$8.30	1	1	1	1	1	1	1	1	1	1	1	1
Coffee - Regular	X5739	10.58	10.58	\$15.12	1	1	1	1	1	1	1	1	1	1	1	1
Meal-Rep Bar	100048	7.80	20.50	\$17.65	2	2	2	2	2	2	2	2	2	2	2	2
Total pv					29.63	29.63	29.63	29.63	29.63	29.63	29.63	29.63	29.63	29.63	29.63	29.63
Total Cost					58.72	58.72	58.72	58.72	58.72	58.72	58.72	58.72	58.72	58.72	58.72	58.72

Substitutions / Add-ons:

<input type="checkbox"/> Active 8 - Tang/Orange	E9971/3 40/9 00/8 30
<input type="checkbox"/> Acerola Cherry	E9974/4 25/11 15/10 00
<input type="checkbox"/> Strive Sports - Citrus	E2763/3 00/7 85/7 95
<input type="checkbox"/> Strive Sports - Cherry	E5002/3 00/7 85/7 95
<input type="checkbox"/> Coffee - Decal	X5740/11 17/11 17/15.96
<input type="checkbox"/> Meal Rep Bar - Crispy Ri	EE94/7 80/20 50/17 65

Check which Categories you want to place on your ditto

Place an X in the left hand box within each category you checked to remove a particular product from your ditto

*Prices, PV/BV subject to change

4 Member Family - Option 2

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Deodorant Stick	E2166	1.70	4.40	\$4.60	1		1		1	1	1		1		1	1
Family Bar Soap (4)	E2170	3.75	9.85	\$10.00	1			1			1			1		
Liq Hand Soap	E2171	1.75	4.70	\$4.80	1		1	1		1	1		1	1		1
Gentle Daily Cleanser	E5000	2.40	6.40	\$6.30	1		1		1		1		1		1	
Volumizing Detang	E5040	3.25	8.50	\$8.25	1			1			1			1		
Volumizing Clnsr	E5020	2.40	6.40	\$6.30		1		1		1		1		1		1
Moisturizing Detang	E5050	3.25	8.50	\$8.25		1			1			1			1	
Volumizing Mousse	E5085	2.50	6.55	\$6.40			1			1			1			1
Sculpting Spray Gel	E5090	3.35	8.75	\$8.40		1		1		1		1		1		1
Lock/Hold Styling	E5100	2.90	7.65	\$7.40			1			1			1			1
Final Step Spray	E8789	3.05	8.05	\$7.80	1			1			1			1		
Mouthwash Mint	E9529	3.10	8.05	\$6.45		1			1			1			1	
Fluoride Toothpaste	E9530	1.40	3.70	\$3.95		1	1		1	1		1	1		1	1
Body Wash	E2162	2.15	5.75	\$5.75		1	1		1	1		1	1		1	1
Body Series Lotion	E2175	3.50	9.15	\$9.25	1		1		1		1		1		1	
Body Series Roll on	E2178	1.35	3.50	\$3.85			1			1			1			1
Styling Gel	E5095	1.95	5.20	\$5.15		1		1		1		1		1		1
Total pv					19.40	17.60	19.65	19.50	17.50	21.45	19.40	17.60	19.65	19.50	19.50	21.45
Total Cost					51.00	44.25	52.30	50.70	44.55	56.60	51.00	44.25	52.30	50.90	44.55	54.60

Substitutions / Add-ons:

- ☐ Dandruff Cleanser E5060/2 90/7 65/7 45
☐ Revitalizing Cleanser E8854/2 40/6 40/6 30

☐ Moisturizers

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
Double XX	A4300	24.20	64.60	\$49.35	1	1	1	1	1	1	1	1	1	1	1	1
Chewable C	A5353	13.80	36.30	\$26.45		1		1		1		1		1		1
Kids Chewable Multi	A5688	9.25	24.75	\$19.00	1		1		1		1		1		1	
Total pv					33.45	38.00	33.45	38.00	33.45	38.00	33.45	38.00	33.45	38.00	33.45	38.00
Total Cost					68.35	75.80	68.35	75.80	68.35	75.80	68.35	75.80	68.35	75.80	68.35	75.80

☐ Anti-Oxidants

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
NutriEdge	A4285	16.70	43.85	\$32.20	1	1	1	1	1	1	1	1	1	1	1	1
Bio C-Plus	A4211	18.70	49.15	\$35.75		1		1		1		1		1		1
Bilberry & Lutein	A8007	11.65	30.65	\$25.70	1		1		1		1		1		1	
Multi-Carotene	A8058	5.65	14.95	\$12.60	1		1		1		1		1		1	
Total pv					34.00	35.40	34.00	35.40	34.00	35.40	34.00	35.40	34.00	35.40	34.00	35.40
Total Cost					70.50	67.95	70.50	67.95	70.50	67.95	70.50	67.95	70.50	67.95	70.50	67.95

Substitutions / Add-ons:

- ☐ Parselinium E A4261/13 40/35 15/25 15
☐ AntiOxidant Complex A8603/28 95/76 20/58 95
☐ Fruit & Vegetable 100648/13 35/36 00/30 90

☐ Weight Control

Product	SKU	PV	BV	Cost	1	2	3	4	5	6	7	8	9	10	11	12
CLA - 500	100280	26.70	70.20	\$60.30	1	1	1	1	1	1	1	1	1	1	1	1
Total pv					26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70	26.70
Total Cost					60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30	60.30

Substitutions / Add-ons:

- ☐ Chrompic Extra A8600/16 70/44 00/34 10
☐ Protein Powder A7451/11 75/30 95/23 20

Check which Categories you want to place on your ditto

Place an X in the left hand box within each category you checked to remove a particular product from your ditto

*Prices PV/BV subject to change.

IBO # _____ Billing Name _____
Phone # (____) _____
Billing Address _____
City _____ State _____ Zip _____

- ☐ MCI Neighborhood Complete - Unlimited Local & Long Distance \$49.99/mo
- ☐ MCI Neighborhood Choice - Unlimited Local & \$0.07/min Long Dist - \$25.99/mo
(with MCI Neighborhood - receive 125 pv / 125 bv sign-up bonus)
- ☐ \$0.07 Anytime - State-to-State, 24 hrs. a day, seven days a week - \$2.95 monthly fee
- ☐ MCI Anytime 200 - 200 minutes of state-to-state - \$9.95 (\$0.07/min after 200)

If you make a lot of instate calls, use one of these options:

- ☐ \$0.07 Anytime - State-to-State and instate, 24 hrs. / 7 days - \$5.95 a month
- ☐ MCI Anytime 200 instate - 200 minutes of state-to-state and instate - \$12.95
(with MCI Anytime - receive 100 pv / 100 bv sign-up bonus)

_____ No. of Calling Cards

You will receive a sign-up bonus of 125 pv & 125 bv with MCI Neighborhood or 100 pv & 100 bv with MCI Anytime which will be reported in the business month following the successful installation of a new account. Enrollment in the MCI / Quixtar program is in lieu of any other MCI bonus program or promotion.

Your local phone company may charge a small fee for changing your long distance or local toll call carrier. To help offset this fee, MCI will send you a certificate worth up to \$1.50 per line per service for up to five lines per account.

Within 7 days, you will receive your MCI Welcome Kit, which will include confirmation of your installation, full information on your plan choices and rates, and your MCI calling cards.

I would like to sign-up for MCI and receive 125 pv/ 125 bv sign-up bonus
I understand MCI will credit the 125 pv / 125 bv towards next month's volume.

Signature

i

Event: _____ (staff use only)

Who is your upline Diamond? _____

IBO #: _____

Fax this completed form to 1-301-883-0641 or call Customer Service at 1-866-MYIBOCS

Starting Your Business

Set Some Goals

Setting goals is the first real step to starting your own business. It has been proven through years of research that people who start a business with specific goals and time frames in mind will always out produce those who don't. We know that setting goals is the best way for you to stay focused on your new business venture.

So relax, open your mind, and write down what you would like to accomplish over the next few years. Have fun!

Where do you want to be?

[illegible]

If You Don't Know Where You Are Going, Any Road Will Get You There!

Make A List Of Names

Name

Phone

Name

Phone

Who Do You Know?

Relatives
Friends
Neighbors
School
Church
Professionals
Work Associates

Organizations
Teams
Clubs
Christmas List
Address Book
Own A Business
Ambitious

Wedding List
Year Books
International
In Another State
Outgoing
Missed A Promotion
At Your Gym

Through Your Kids
Need A Second Income
Just Lost Their Job
That Need More Time
Where You Shop
Make A Lot Of Money
Are Open Minded

Helpful Tips:

- Write down names of everyone you know
- Use this form to begin your names list, then order a TL242 for a complete names resource
- Don't pre-qualify your prospects
- The people that you think might not get involved probably will
- Add to your list daily

Invite Your Prospects

Inviting your prospects is where it starts to get fun! Until now, we have only been preparing for your success. Inviting people to see the programs where your growth begins. On this page we will discuss several contacts that have been successful for others. Rather than using a "canned" approach and just reading the words, we would hope that you might use these as an outline that you can combine with your own words and personality.

There are three basic ways to approach your contacts

#1 Verbally: On the phone or in person

- Hey _____, what are you doing _____ night? I have met some people that are successful in teaching people how to setup and operate their own business. I can't promise you anything but it is certainly worth looking into.
- Hey _____, are you on the Internet? Are you making money with it yet? I have got something you need to see
- Hi _____, have you ever heard of _____? (ProBiz, business name, etc.) I am going to be going over the idea with several people that you know and I thought I would give you a call to see if you wanted to take a look at it first.

Tips:

- *Be in a hurry and keep it simple. The most common mistake is saying too much*
- *Your prospects need to see it. Don't try to go through the program over the phone*
- *Always show the income side of the business first. You can always talk to them later about becoming a member or a client.*
- *Remember creating a member or client is much better than the prospect just saying no all together.*

#2 Through contacting Tools: Tapes, Videos & Cd's

- Hi _____ this is _____. Are you going to be home tomorrow night? Great, I just got back from a seminar that explained how to create an income by using the technology of the internet. I grabbed you some information (tape/video/CD) because I thought you might be interested. I can't promise you anything but I will swing by and drop it off.
- Drop off tape, video or cd at door without calling ahead. When they answer the door, don't go in.
Hey _____, we are working on an exciting project that we can make money doing. Look/Listen to this tonight and I will get back with you

Tips:

- *Only offer it overnight. The longer they have the material the less important it appears and the more likely they are to lose it.*
- *Give the tool a "sense of urgency." Eg Can you listen/watch this tonight? I have got some other people who want to see it.*
- *Always book a time to pick it up. If you miss this one it will take weeks to get it back*
- *When you pick it up, ask them what part they liked best, or ask if they are ready to hear more. Then show them or book a time to get back.*

#3 Our contacting website: Architectsofthefuture.com (Your referral number is: _____)

- Hey _____, you are on the internet aren't you? Great, I came across a business idea you need to take a look at.

What is it?

- It is a way to divert some of the profit that in the past would go directly to the stores and malls back to your pocket.
- It's a way to make money with your own e-commerce business
- It is a way to capture some of the profit from shopping on the internet.
- It is a brand-new business model that allows you to create a primary or secondary income
- It is a way to continue to buy many of the things you already buy and divert some of the profit back to you.

What do you do?

- We set people up in their own internet and/or, home based business.
- We get rewarded for directing people to shop at specific web sites.
- We are helping people take part in the E-commerce revolution

Can you tell me more about it?

- Yes, that's why I called. I would like to sit down with you for a few minutes and explain the details.
- Yes, I would love to tell you about it, what does your schedule look like in the next few days.
- Yes, I have some information (tape/cd/video) I can drop it off right now if you are home.

Is this like _____? (Melaleuca, Big Planet, NuSkin, etc)

- We are an internet based business. What we do is help people make money operating their own e-commerce business.
- We are a business that allows people to shop over the internet from companies like IBM, Office Max, etc and capture some of the profits
- It is a new business model designed specifically for the internet.

Helpful Tips:

- Don't beg people. Remember, you only need six good IBO's.
- If you are new, use your support team for credibility. Use words like They, Them & Theirs, Not Me, Mine & Ours
- To relax your prospect use phrases like: "I can't promise you anything," or "leave your check book at home"
- Always keep in mind that it is a "numbers" game. With time, you will find the people who are looking for a great opportunity.

Now write your own contact:

Show Them The Program

This is when we find out if your contact is interested in the business or not. While you are new you will probably rely on your Support Team and the E-commerce workshops to explain the program to your prospects. Eventually you will want to learn how to present it yourself. The Support Team and the system will help assist you, but your overall success will be determined by what you do. This is an overview of the program and the options that you have to go explain the program to your prospects.

#1 Ask a member of your Support Team to show it for you

The members of your Business Support Team are committed to support your business. If you make the commitment to put people in front of us, you will be able to find someone in your Support Team who will show the program for you. So, don't be afraid to ask for help. That's what we do.

#2 Get them to an E-commerce workshop

Every month across North America there are hundreds of E-commerce workshops. These workshops offer a quick overview of the business and are open to everyone. There is a minimal cost for IBO's and guests are free. This is a great tool to help you develop a truly global business.

My Next E-Commerce Workshop is: _____ At: _____

#3 Show it yourself

This is when your business will really grow! Your Support Team is there to help, but when you can sit with someone and quickly go over the program, your business can really take off.

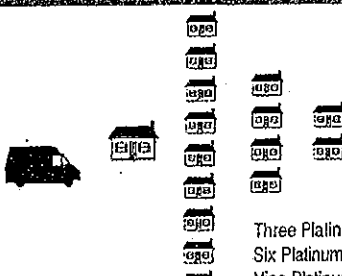
Tips:

- Invite more people than you would like to attend. If your goal is to have 10 people, you'll need to have 15-20 promises to show.
- Whenever possible try to pick up your prospects and take them with you.
- As you gain a better understanding of this phenomenal program you have to offer, you will develop good verbal posture and understand why making apologies is not necessary.
- Develop an understanding of the history of Alticore and its subsidiaries.

Find Their "Why"

Time *Meet New People*
Financial Freedom **SECURITY**
MONEY **CHARITY**
Help Others **Tax Benefits**
TRAVEL *Leave a Legacy*
OWN YOUR OWN BUSINESS

Income

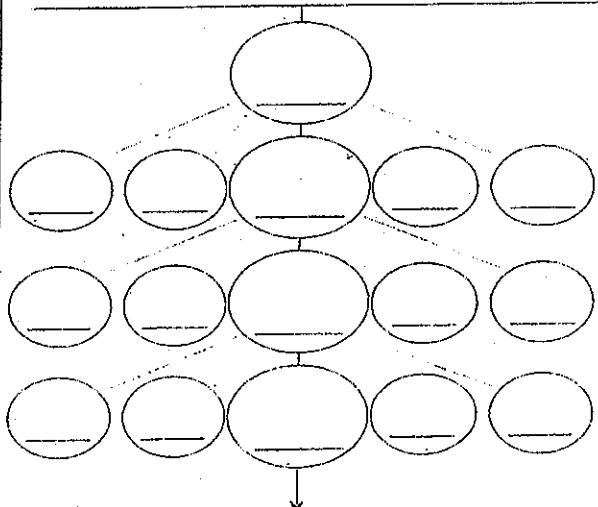


You	\$	
9 IBO's	\$	
40 IBO's	\$	
80 IBO's	\$	

Three Platinum Groups:	\$	
Six Platinum Groups:	\$	
Nine Platinum Groups:	\$	

Support Team

Yager
Wilson



Your ProBiz Leadership Team
 Anderson
 Areces
 Bazan
 Brogdon
 Bybee
 Chavez
 Crawford
 DiSalvatore
 Emery
 Ence
 Haugen
 Lambson
 Law
 Libby, G.
 Libby, T.
 Mascarenas
 Morgan
 Murdock
 Sims
 Smith
 Terrell
 Tower
 Walker
 Wallentine
 Wilson
 Wulfenstein

Tips:

- Keep it brief. Plans under an hour generally work the best.
- Find out your prospects "Why." It doesn't matter "how" if they don't know why they want to do it.
- Don't wait until your plan is perfect. Your prospects don't know the difference.
- Always leave your prospects with some support materials to look over while they are trying to make a decision.
- Never leave your meeting without a time to get back to your prospect for a follow through.
- We have a saying in this business, "He/She, who shows the most plans wins!"
- Tailor your plan to the prospect.

Follow Through With Your Contacts

The "follow through" is the most critical step in getting your new IBO started properly.

- #1 Review the program and discuss their "why."
- #2 Answer any questions that they may have concerning the business or the system.
- #3 Ask them if they are "ready to be registered as an IBO."
- #4 Use a new workbook to register them as an IBO and set up their Ditto Delivery.
- #5 Book a meeting to show the program to their contacts.
- #6 Leave them with some follow up Business Support Materials.

Tips:

- Follow up your prospect within 48 hours of showing them the program.
- Learn the difference between objections and excuses
- If they don't become an IBO, register them as a client or member.
- Take the right materials to the "follow up." (This workbook, tapes, catalogs, etc)
- Use "Feel, Felt, Found" when handling objections. (I know how you feel, I felt the same way, but here is what I found)
- Don't beg or become "pushy." If you leave the door open, they will eventually join your business

Commonly asked questions and objections

Limited or no time: This objection is an easy one to answer because everyone is busy. We all have limited time. Two of our greatest strengths are:

1. The flexibility to work your business at your own pace and with your own schedule.
 2. The ability to duplicate your time and effort through your support team and the people who join your business. You will have help.
- "You are in business for yourself, but not by yourself."

Lack of money: This is probably the most common objection you will hear, and like time, it's the reason most people get involved. Explain to your prospects the small cost to start a business and that they are spending the money at the store anyway, they just aren't getting any return. Yes, there is a cost to build this business, but if they don't do something different, they will never have more than they have now.

"If you always do what you've done before, you'll always get what you've always got."

Not "tech savvy" or no computer: Some of the top producers have little or no computer knowledge. What they excel at is sharing the benefits with others who do have computers or who are "tech savvy." You will have access to catalogs and (800) numbers to aide you in growing your business. If you can get an e-mail address and learn to point & click a mouse, it could expedite the growth of your business.

How are the prices? Prices for the new IBO are average but as your volume goes up you'll receive a higher discount on the products you buy. Remember all of the products are concentrated! For more specific information refer to the Switch Brochure included in the workbook. If you get this objection often, you are probably focusing too much on internet shopping.

Don't know many people: If your prospect uses this objection, it is usually just an excuse. Try to find out what their real objection is. If they sincerely believe that they don't know enough people to start their business, remind them that they are only looking for a few. Everyone you talk to knows hundreds of people you don't. If the "memory joggers" listed in this workbook still don't work, you can always take them out to "meet people" (stores, car dealerships, etc.)

How is this different from other web sites? Our opportunity is more than a website, it is an affiliation with an education system that will teach you the dynamics of owning and operating your own business to make profit. It's not simply about shopping, this opportunity pays you back!!

Tie Into The System

Successful business models enable, educate and empower business owners to greater individual success. We have put together an unprecedented support system, which was created to help put large numbers of people into your business. The experience and well tested principles taught throughout this system have helped thousands of entrepreneurs start and develop businesses of their own. As with any business there will obviously be an investment involved. You will need "tools" to build your business successfully. When building a house you can pound nails in with a rock, but everyone would agree that a hammer is more effective. With this support system you have a nail gun! Although these tools are an optional investment in your own business, we believe they will give you your business "nail gun" for a greater and more profitable business.

Audio/Video

Tapes, CDs & Videos are the best way to learn how to develop your business and are the quickest way to distribute information throughout your group. Organizations that don't have a "Tape System" must rely solely upon word of mouth and we find that the information passed along quickly becomes diluted. You now have access to the largest and most comprehensive systems available. Here is an outline of their different attributes:

- Tapes, CDs & Videos for yourself:
 - WN/CD: This is a weekly series designed to give information for quick growth
 - CEC/CEd: This is a weekly training series that presents the newest ideas and techniques to your group.
 - iNET Tapes: There are hundreds of titles that cover all aspects of the business
- Tapes, CDs & Videos to Contact:
 - We have a wide range of contacting support materials to help you discover the interest level of your prospects
- Tapes, CDs & Videos for your Group:
 - To give your group the greatest chance for growth you will want to keep "Business Support Materials" on hand to train & motivate your IBO's.
They are:
 - First Night Tapes: Tapes to be distributed after your prospect sees the program
 - Second Night Tapes: Tapes to be distributed when you follow up with your prospects.
 - Training Tapes: Just like they sound, the "nuts & bolts" of the business
 - Motivational or Story Tapes: The spark plugs used to create the energy in your group.

I would like to be on the weekly WN audio program. ☐ CD ☐ Cassette _____
Signature

Books

The tapes are what we use to build and develop our groups. The books, on the other hand, are what we use to develop and build ourselves. The subjects range from working with people to improving relationships. Most people who decide to run with this business do not come with all the leadership abilities that it takes to run organizations with thousands of people. These books that we have in this system will help you develop these skills.

- We have a "book of the month" club that is highly recommended for all builders & leaders.

I would like to be part of the Monthly Book club. _____
Signature

Seminars

The monthly Business Development Seminars that we run are the back bone of our business. Seminars are the best method to keep your group "on the edge" with the training, leadership, and motivation needed for long term success. Those of us who have spent time building a successful business understand the power of the seminar system. We attend them every month and promote that all IBO's do the same. It is the best way we know to keep consistent growth within the organization.

Your next Seminar is: _____

At: _____

Conventions

Last but not least we have regional conventions. As a new IBO you will have access to three of them. They are Winter Conference, Summer Conference, and Free Enterprise in the fall. The conventions are where most "major decisions" are made. During each weekend we have some of the top achievers cover all the aspects of building this business.

Your next Conference is: _____

At: _____

Recommended Support Materials

Contacting

iNET230*	Are You Looking?	DiSalvatore	\$ 6.00
VC342	It's Your Future (Video)		\$ 15.00
ROMVC342	It's Your Future (CD Rom)		\$ 15.00
VC348	Architects of the Future (Video)		\$ 16.50
ROMVC348	Architects of the Future (CD Rom)		\$ 12.95
BK565	Parable of the Pipeline	Hedges	\$ 11.95

First Night

iNET148	Ever Had That Feeling	Haugen	\$ 6.00
iNET208*	Enjoy the Journey	Law	\$ 6.00
iNET209	Life is a Daring Adventure	T Libby	\$ 6.00
iNET232*	Answer My Questions	Jones	\$ 6.00
TL47WNBK	First Night Book Pack		\$ 31.50
TL273WN	Lifestyle Showcase (25 pack)		\$ 20.00
TL531	Life Planning Brochure (25 pack)		\$ 20.00

Second Night

iNET172*	If You Are Willing You Will	Law	\$ 6.00
iNET214*	Why This Idea Will Work	Meadows	\$ 6.00
iNET255	Developing Residual Income	Wulfenstein	\$ 6.00
BK537	Who Moved My Cheese (Book)	Spencer	\$ 16.95
WN296	Burn The Boats	Welch	\$ 6.00

Getting Started

TLRWB-1	Your Time To Win Workbook		\$ 17.95
iNET180*	Blueprint For Success	Terrell	\$ 6.00
iNET282	8 Simple Steps	Smith	\$ 6.00
TL14	Pocket Calendar		\$ 4.50
BK66	The Magic of Thinking Big	Schwartz	\$ 12.00
BK245	Skill With People	Giblin	\$ 3.50
BK552	Pro Sumner Power (Book)	Quain	\$ 10.95
WN323*	It's A Simple Process	Flickinger	\$ 6.00
ROMIBO 1	Interactive Business Overview (CDRom)		\$ 14.95

Show The Plan

TL385WNI	Show The Plan Insert		\$ 16.00
TL426	Presentation Binder For TL385WNI		\$ 12.95
WS4	Show The Plan Pad		\$ 6.50
TL2	White Board		\$ 30.00
TL4	White Board Easel		\$ 22.50
TL9S	Pocket Bonus Chart		\$ 0.80

Moving Forward

Pacesetter*	Weekly Cassette		\$ 6.00
CEC*	Continuing Education Cassette (weekly)		\$ 6.00
CEB	Continuing Education Book (monthly)		\$ Varied
IBOCS	Voice Mail System		\$ Varied
iNET224*	Build To Platinum On An Emerald Base	Haugen	\$ 6.00
BK67	The Greatest Salesman In The World	Mandino	\$ 7.50
BK604	21 Inevitable Laws of Leadership	Maxwell	\$ 12.99
iNET290*	Diverting the Stream	Wilson	\$ 6.00
iNET265*	Why You Build Depth	Haugen	\$ 6.00

* These items are available on CD for a cost of \$7.50

For a complete product list order TIGS1 • Prices subject to change without notice.

Here is some important information that you will want to save. Take a few minutes to fill in the blanks.

Quixtar Customer Service	Orders & Registration	1 (800) 253-6500
Quixtar	Technical Support	1 (800) 253-7088
Quixtar	Ditto & Address Changes	1 (616) 682-8000
Quixtar	Product Information	1 (616) 787-6279
Quixtar	For PV/BV Transfers	1 (616) 787-7500
MCI Worldcom	Local & Long Distance	1 (877) 4MCINOW
Wireless Marketplace	Cell Phones & Pagers	1 (800) 616-7428
IBOCS	Voice Messaging System	1 (866) 694-2627

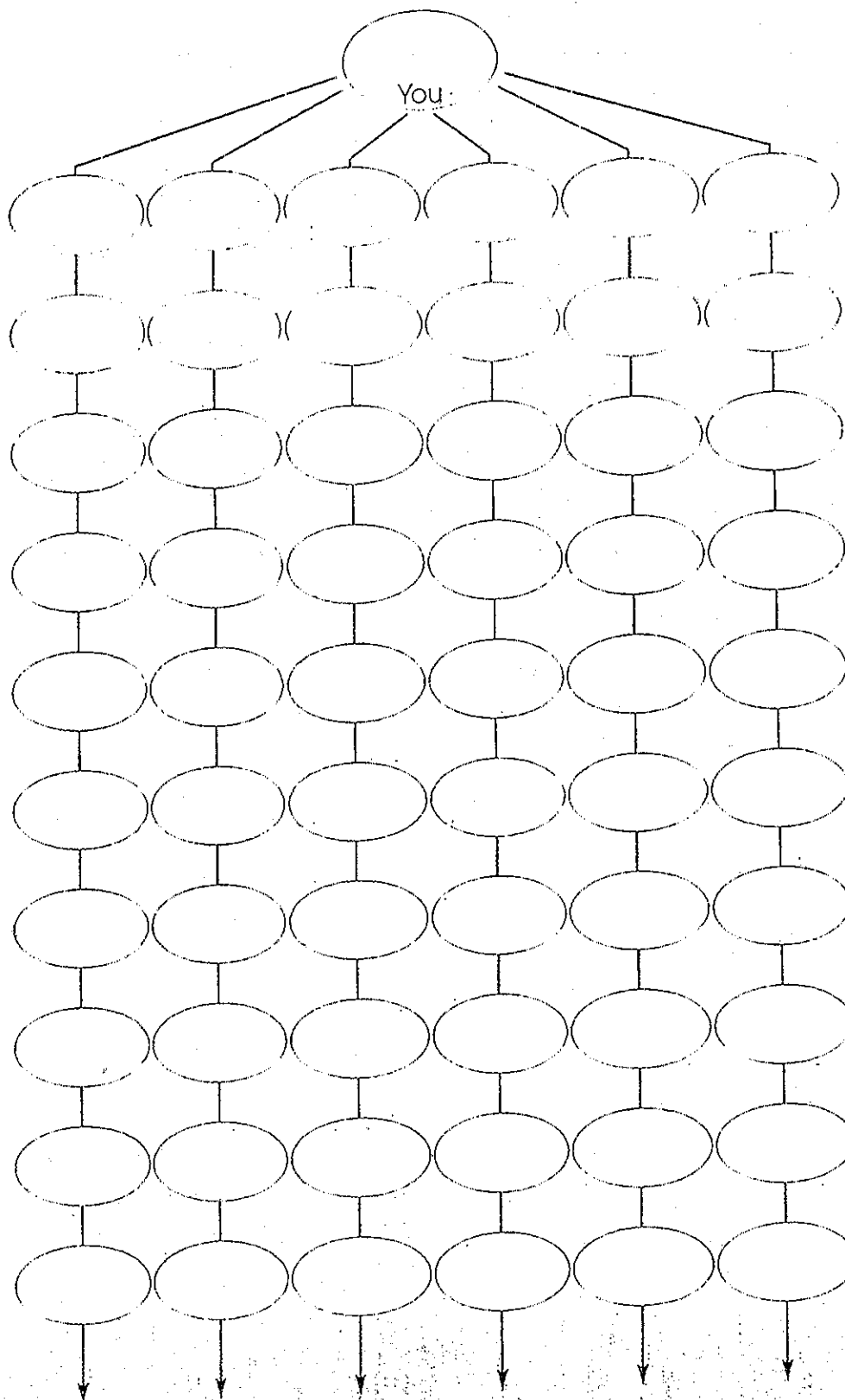
www.Quixtar.com	Business/Shopping site	Referral Number: User: Dream Password: Big
www.probizinc.com	Business/Information	
www.internet-services.com	System Information	
www.ibofacts.com	Questions & Answers	
www.myibocs.com	Voice Messaging System	

[illegible]

--	--	--	--	--	--

Track Your Progress

Now that we have taught you how to build a group, we wanted to show you our favorite page in the workbook. This is the page where we go to work and watch your group grow. We are glad to have you as part of the team.



Business Recognition Levels

Date _____

Quickstarter

Register 2 new personal IBOs OR 1 new personal & one in depth under that personal in a 30 day period & have at least one of those new IBOs at the next Business Development Seminar

Get-Getter

Show the plan 15 times in 30 days

Quicksilver

6 wide and 9 in depth in 90 days

15 pin

Presale 15 Business Development Seminar

Tickets in one month

30 pin

Presale 30 Business Development Seminar

Tickets in one month

45 pin

Presale 45 Business Development Seminar

Tickets in one month

60 pin

Presale 60 Business Development Seminar

Tickets in one month

1000 pv

1000 group pv in one month

2500 pv

2500 group pv in one month

4000 pv

4000 group pv in one month

Silver Producer

7500 group pv in one month *

Gold Producer

7500 pv for three consecutive months *

Platinum

7500 pv for six months during a fiscal year *

Sapphire

Two Platinum "legs" plus 2500 outside PV

Emerald

Three Platinum "legs" "

Diamond

Six Platinum "legs" "

Executive Diamond

Nine Platinum "legs" "

Double Diamond

Twelve Platinum "legs" "

Triple Diamond

Fifteen Platinum "legs" "

Crown

Eighteen Platinum "legs" "

Refer to your SA4400 for current qualifications

For additional help in tracking your progress, order TL493 "The Focus Board"