

30 Day Plan of Action

Work your Warm List-The People you Know

A warm list is a valuable tool for this business. This list is compiled by you, and is easy to complete.

To make a warm list, take a few minutes with some notepaper and start thinking of everyone you know or have an acquaintance with. Write the names down of everyone you can think of and this list will be the start of your warm list.

Once the warm list is complete, the list becomes an important tool for any new or veteran distributor in this business. When speaking with those from your warm list, use an approach with them that does not directly ask them to join the business with you. Here is an example of an approach: ***“I have started a new business and need some help. Would you mind if I showed you this opportunity and can you let me know if anyone comes to mind who might want to be part of this business with me.”*** Contacting and working with people on a warm list is a great practice in this industry, especially building successful organizations.

Show the Product – Do Follow Up

The unique products from DWG International™ present an excellent tool for sharing the Dri Wash ‘n Guard® business with others. Let the power of the “30 Second Demo*” take over and the salesperson in the bottle will appear. By demonstrating these products, the opportunity to offer the DWG International™ business opportunity comes with much ease. When possible, demonstrate these superior products

When signing up as a Smart Start Dealer you will receive the Complete Detailing Kit which includes the following great DWG products:

- 16oz DWG ULTRA-ION™ with 8oz Empty Applicator (Pump) Bottle
- 16oz DWG Tire & Trim Treatment
- 16oz DWG Leather & Vinyl Treatment
- 16oz DWG Upholstery, Fabric, Carpet Treatment
- 12oz DWG Metal Polish
- 8oz DWG OxyGone®
- 8oz DWG Oil Treatment with PolyGuard-1®
- 1 - Buffing Towel
- 1 - Terry Cloth Towel

We highly recommend that you use each of these products to demonstrate how great the products really are. Set an appointment at this time to meet again with your sponsor and discuss the business kit information. When possible, demonstrate these superior products from DWG International™ at the time you meet any of your prospects.

Once you have made a demonstration to either your new prospects or anyone on your warm list, it is important that a follow up call be made and an appointment made to go over any questions that may arise. It is much harder for someone to tell you “No” when you are sitting in front of them rather than over the telephone.

Sponsoring Presentation

This important appointment is a great time to explain what your new business is all about, and offer this business to them. The sponsoring presentation is no different than presenting a business. Included with the distributor kit is a booklet that contains the information needed for a sponsoring presentation. This presentation has all of the key points of your new, exciting business with DWG International™.

Be sure to bring your Complete Detailing Kit to show and to demonstrate to your prospect at this appointment. Share the “30 Second Demo” during this sponsoring presentation to show how easy it is to show others this dynamic tool.

3-Way call with Upline Director

Set an appointment with your upline director one or two days before starting your appointment with your prospect. Give your upline director as much information as possible so they are able to assist you to the best of their ability. Your upline director can offer great assistance with sponsoring your new prospect and going over the “QuickStart” options with your prospect during your 3-Way Call.

These are all great practices that have been proven to work with this business and industry. By doing these simple steps within the first 30 days and beyond, the foundation for success is strengthened to live the life of luxury and freedom!

**The 30 second demonstration is DWG's unique way to show the products. Each product can be demonstrated to show a very powerful visual result in less than 30 seconds*