

Welcome to Our Team!

Your success is our success. This is the first step to assist you in reaching and exceeding your goals and expectations. We look forward to contributing  
New Cash Network Team [newcashnetworks@gmail.com](mailto:newcashnetworks@gmail.com)

### **New FBO Checklist**

1. Schedule the New FBO orientation (within 24-48 hours) Date: \_\_\_\_\_ Time: \_\_\_\_\_
2. Control your enthusiasm, until after the FBO Orientation, to avoid trial and error.
3. This is about residual income: "If you are not making money while you sleep, you will work the rest of your life." Warren Buffet
4. What amount of yearly residual income would make this worth while for you or anyone or a cause that's important to you? \$ \_\_\_\_\_
5. Goals: What could this accomplish for you?
  - a. \_\_\_\_\_
  - b. \_\_\_\_\_
  - c. \_\_\_\_\_
6. Candidate list: Ideally 15-20 people, so no one person is too important, with whom you would like to have a business relationship i.e. self-starters.
7. "FinMore" video link First Look
8. "What I have learned in 35 Years" video link
9. "Welcome On-board Call" with Team Member
  - a. Team Member:
    1. Sharing a valuable tip or insight
    2. Available for future support
    3. Reminder to not contact candidates, prior to the "Orientation," to avoid trial and error
  - b. Sponsor
    1. Confirm the time and value of the New FBO Orientation
    2. Confirm the suggested audios have been, or will be heard in advance of the Orientation
    3. Candidate list!

## Develop Your Candidate List ... *Find the best and they will do the rest*

We have products that can change lives. Start by building your Top 40 List. We all know people and families who could benefit from our wonderful products and/or by joining your FinMore business. You probably have 100's in your smart phone contact list. Your personal and business contacts are some of your greatest assets!

Suggestion: Create a profile of the types of people you would like to have on your team. What are their characteristics? e.g. professional, coachable, willing to be a student, shared values, have initiative, people I like, have technical skills.

This is a 'living-breathing" document. Continue to grow your contact list daily – either electronically or on paper

### Ten Friends and Family to Share FinMore Funnel Video with:

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

### Ten Sharpest, Most Entrepreneurial and Influential People:

- |           |           |
|-----------|-----------|
| 11. _____ | 16. _____ |
| 12. _____ | 17. _____ |
| 13. _____ | 18. _____ |
| 14. _____ | 19. _____ |
| 15. _____ | 20. _____ |

### Ten People and Families From Your Social Media Contacts or Followers:

- |           |           |
|-----------|-----------|
| 21. _____ | 26. _____ |
| 22. _____ | 27. _____ |
| 23. _____ | 28. _____ |
| 24. _____ | 29. _____ |
| 25. _____ | 30. _____ |

### Ten People with Direct Sales or Network Marketing Experience:

- |           |           |
|-----------|-----------|
| 31. _____ | 36. _____ |
| 32. _____ | 37. _____ |
| 33. _____ | 38. _____ |
| 34. _____ | 39. _____ |
| 35. _____ | 40. _____ |

Monday	6 PM PT / 9 PM ET MOMENTUM
Tuesday	12 PM PT / 3 PM ET VIP OVERVIEW
Tuesday	6 PM PT / 9 PM ET VIP OVERVIEW
Wednesday	12 PM PT / 3 PM ET SP OVERVIEW
Wednesday	6 PM PT / 9 PM ET VIP OVERVIEW
Thursday	12 PM PT / 3 PM ET VIP OVERVIEW
Thursday	6 PM PT / 9 PM ET VIP OVERVIEW
Saturday	9:30 AM PT/ 12:30 PM ET FBO Training

MY FINMORE BUSINESS OWNER LAUNCH PARTY IS SCHEDULED FOR  DATE _____  MY REFERRAL LINK:  _____  MY FBO ID # <table border="1" style="display: inline-table; vertical-align: middle;"> <tr> <td style="width: 20px; height: 20px;"></td> <td style="width: 20px; height: 20px;"></td> <td style="width: 20px; height: 20px;"></td> <td style="width: 20px; height: 20px;"></td> <td style="width: 20px; height: 20px;"></td> <td style="width: 20px; height: 20px;"></td> <td style="width: 20px; height: 20px;"></td> </tr> </table>								I know I have access to my BACK OFFICE.   ▶  I am aware of the SUPPORT SYSTEM in place.   ▶  I know WHY I want to succeed as a FBO.   ▶  I've DOWNLOADED Telegram.   ▶  I've JOINED our FaceBook FBO Community.   ▶  I am committed to being here ONE YEAR from today <input type="checkbox"/>

## ESSENTIAL INFO

Corporate Website: [FINMORE.com](http://FINMORE.com)  
 Your Back Office: <https://finmore.com/account/>  
 Your Banking Information: <https://finmore.com/account/>  
 FBO Support: Help Desk in Back Office

## YOUR SUPPORT TEAM

Name	Phone
1. _____	_____
2. _____	_____
3. _____	_____

## New FBO Orientation

*Note: Since this is designed to be part-time at least until it approaches your new FBO's income desires, this Orientation should be concluded within 45 minutes! Therefore, questions that are not covered can be reviewed at the end of the session, and thereafter as they arise.*

### 1. Goals

#### A. Financial:

- 1) What do your earnings need to be for this to be valuable for your part-time effort (10-20 hours/week)? Keep in mind this is part time that develops Residual Income i.e., \$500 / mo., \$6,000 / year - \$100,000 at 6% (\$5,000 / mo., \$60,000 / year = \$1,000,000 at 6%)
- 2) If you didn't do this, how long will it take you to save \$100,000, etc.? \_\_\_\_\_ years
- 3) For this to be your primary focus, what would you need to earn, taking into consideration the value of residual income? \$ \_\_\_\_\_

#### B. Personal: What can additional monthly and residual income mean to you and those important to you?

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_

### 2. Leverage your Sponsorship team!

#### A. Primary goals and activities of Sponsors are coaching, growing your business, and "Making Managers"

Helping our FBO's become Managers, is what drives the Revenue Plan. You will see this requires Win/Win activities! In this Revenue Plan, we cannot be successful unless those who join us are!

#### B. This is a team effort, so establish this duplication system! (Two people working together is four times more effective than one!)

#### C. Initially, this is designed to be done part-time, and when possible, combined with our daily activities.

### 3. Understand the Revenue Plan: Ultimately the largest source of income can be from your team's bank card swipe fees.

### 4. Compensation:

#### A. There are multiple profit centers in the FinMore Revenue plan. Initially focus on just three teams! Motivation comes from the team below you, not you the Sponsor!

#### B. Value of Managers: 4 FBO's, each with 5 FMs, equals 24 cards, at \$3,100 = \$75,000 in monthly card usage. Through 10 levels of FBO's and FMs how many will have in 5 years, which will go by in a flash. \_\_\_\_\_

### 5. Target Candidates:

#### A. FBO's: Successful, unsatisfied: Entrepreneurs, self-starters, sales-oriented, socially oriented (Note: This is more teaching than selling!) Highest desired qualities: Honest, motivated and coachable: This is about replicating success, while matching energy with energy.

#### B. FMs: Anyone interested in getting more for their money; virtually everyone!

### 6. Uniqueness:

#### A. This builds residual income. ("If you are not making money while you sleep, you will work the rest of your life." – Warren Buffet)

#### B. The market size of \$3 trillion/year market is enormous, as is the magnitude of this opportunity: We are bringing the best bank card to the market, while what our competitors pay out is anemic. The average bank cardholder spends \$3,000/mo without changing their buying habits@ Anyone who sees this and misses this...

#### C. Residual Income requirements/comparisons: Commercial Real Estate / Social Marketing

##### 1) Real Estate:

1. Location
2. Location
3. Location

4. Solid Value with appreciation potential
5. Annual income that continues to grow and exceed inflation. Quality properties require substantial investment ( **RE is \$100,000 ++**).

2) Social Marketing:

1. Unique idea
2. Timing
3. Residual Income that continues month after month.
4. Recurring purchases
5. Training and support i.e. being on the right team.
6. Compensation rewarding both full time and part-time participants (FBO \$199)

7. Questions / Challenges: This is new and our opportunity for growth is extraordinary. Note: We are disrupting social marketing companies and they are losing key people. They are NOT fans of ours.

(Questions / Challenges:)

- A) How can they afford to do this? Amazon's gross profit averaged 44% in 2022. Sharing 30% to 40% of this return provides unequaled card holder value ( The Company's reward center card swipe fees.)
- B) What is in it for the banks? Deposits for lending power and profitability, without paying \$1,200 +/- for new customer acquisition; and it's their bank card so they receive a portion of the fees.
- C) What is in it for the vendors? An enormous growing source of customers, without having to wait 90 days to get paid.

8. Timing is NOW! One day equals...! One week equals...! One month equals...!

9 Inviting:

A. Create Curiosity

- 1) Opinion: I have seen something that is unique and has never been done before.
- 2) Profit center: Are you open to another source of income, it it makes sense?
- 3) Recession: Do you think we will ever have another recession? Did the last one affect you or anyone you know? Wouldn't it be wise to have another source of income?

B. Introduction

- 1) If I send you a 4-minute video, will you let me know if it appears too good to be true? (What is your email? Or Cell Phone?  
*\*Note: Less is more; just create curiosity!*
- 2) I have a colleague that has done the research, would you be open to a cup of coffee or lunch with us?  
 \_\_\_\_\_ What is your schedule like? (this could be a zoom if needed)

10. Getting Started

- A. Fast Start: Home Business Reviews (HBR's), done back-to-back create momentum!
- B. Schedule time slots for 3-1ay phone, Zoom calls and HBRs with Sponsorship Team:

\_\_\_\_\_ , \_\_\_\_\_ , \_\_\_\_\_ ,

C. Select 5 candidates for introductory calls and HBRs via Zoom or a local leader.

11. Homework

- A. Corporate Update: <https://finmore.live>
- B. What I have learned in 35 Years video
- C. Overview video link: (New Corp Video Overview)

12. Review Next Logical Step: You will find, that many people do not know hot to introduce their Candidates to a comfortable decision! What you'll likely see is repetition and rambling. Here is the time efficient, logical next step.

## LOGICAL NEXT STEP

1. "As you are seeing, this is a win-win-win for the card members, the vendors and the banks. Would you like to know what's in it for us? ... (See "Community Revenue Bonus Details")
2. Our ultimate reward is sharing in the card swipe fees. (\$3.1 Billion last year!) As this company is growing and building, there are five additional profit centers! One of these begins with \$200 Manager Rank Advancement Bonus and with the help of your sponsor, can be reached within 30 days: by simply sponsoring 3 FinMore Business Owners ("FBOs"), at \$199, and 5 Card Members ("FMs" at \$50)
3. Here's the rationale: It's all about the bank card fees! The average bank card member spends \$3,100 month after month. So the incentivize everyone to stay, grow and use the card with us. We build our FinMore business accessing all currently available compensation plan components... with an eye to the future reality of our primary income source being the result of the way people live... rather than because we influenced them to buy something.
4. Additionally, an obvious incentive, is for your 3 new FBOs to become Managers, and begin to access the compensation plan components available now. IE... Manager Bonus. Coincidentally, as they become Managers, the positive side effect is that makes you a Sr Manager, with increased earnings now possible. Next, by all of us helping the 9 FinMore Business Owners become Managers, they in turn become Sr. Managers. The framework is now in place for you to become an Executive. This rank implies advancing leadership capacities. Becoming a \_\_\_\_\_ requires duplication and a team effort.
5. "Tom, unlike other bank cards where all the profits go to the bank and retailers, etc., here they are shared with the card members, our affiliated banks, and us! This has all the key elements for enormous success, but what intrigues or impresses you the most?" \_\_\_\_\_
  - a. This is a total team effort. Our goal is to make this happen in a big way and be the most profitable and successful team in the company. "If Buddy and I help you enroll your candidates to help you reach your goals, will you do the same for those you enroll with our help? \_\_\_\_\_ What else would you expect from Buddy and me as your sponsors?"
  - b. (If reasonable): "Buddy is that okay with you?" \_\_\_\_\_ "Tom, that's fine with me also, we look forward to working with you; what email address would you like to use?"
  - c. Take down the required information, then help them log-in to their FinMore Business Owner account (for enrollment) to make sure everything goes smoothly. (Or having taken down the necessary information, call back via a 3-way call, and fill in the required data. The next time they log in they can change the password and update the information.)
6. Review FBO checklist

### **Miscellaneous (if necessary)**

Responding to questions and moving forward:

- A. Be concise: Focus on addressing serious \* questions without going on tangents! After concisely covering a question(s), "Does this make you comfortable? (If yes), Tom, if you were to do this, what would you like to accomplish? \_\_\_\_\_ How important could that be to you? \_\_\_\_\_ Our goal is to make this happen in a big way and be the most profitable successful team in the company. Would you like Buddy and me as your sponsors? \_\_\_\_\_ (If reasonable): Laurie, is that okay with you? \_\_\_\_\_, that's fine with me also, we look forward to working with you; what email address would you like to use?"
- B. "This has so much value. Would you prefer to increase your buying power and be a card member for \$50, or increasing your buying power and earn income on the card fees month after month, etc., and be an FBP for \$199....? We look forward to working with you. What email address would you like to use?" Go to 5b above.
  - It's important to be time sensitive to allow for busy people. Since this has all of the key elements and is only \$199, not \$19,000. Ask if you can cover that later if necessary.

How do we generate income quickly?

1. Return of capital through Manager Bonus
2. \$30 per manager commission.

