

Welcome to the Profit Clicking Elite Marketing Group!



**Profit Clicking will give you the financial freedom
you have been looking for!!!**

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About Me

- My name is *Lavour Lewis* and I am *YOUR Sales Mentor and Success Coach*. My job is to teach you and show you how to recruit and sponsor more referrals in your *Profit Clicking* business.
- I am here to help you earn affiliate commissions and grow your marketing team. This is *YOUR Opportunity to take YOUR Business to the NEXT LEVEL!!!*
- My job is also to provide value and help motivate, inspire and encourage you to accomplish your goals and help you to be the best that you can be while *Living YOUR Life to the Fullest!!!*

A group becomes a team when each member is sure enough of himself and his contribution to praise the skills of the others.

- Norman Shidle

The Success Of Teamwork

Coming together is a beginning.

Keeping together is progress.

Working together is success.

~ Henry Ford ~

Tips On Getting Your Existing Referrals To Become Active

How to persuade, encourage and motivate your existing referrals to become more active in PC.

Find Out What Their Why Is?

- In order for anyone to do anything there has to be a reason behind “why” they are doing it.
- So from the very beginning of sponsoring someone you want to know what is your referral looking to accomplish by being a member of Profit Clicking?
- Did they join for the success training, the traffic exchange advertising, to earn some additional income or to become financially free?
- Once you know what a person’s “why” is then you will know what drives them and you can move on to the next phase of creating short and long-term goals.

Helping To Set Short-Term Goals For Your Referrals

- To truly be a good sponsor not only must you care about your referral's success but you are also partly responsible for it.
- Your job is to support and lead your referral in the right direction. It is their job to show up and commit to working hard at it.
- The best way to assist your referral to get off to a good start is to help them set short-term goals for themselves.
- Once you know what their "why" is then you can set goals that will help move them closer to accomplishing it.
- When setting short-term goals it's best to set them apart by a few weeks or a few months. Then you can adjust them as time goes on.
- *Examples: In 3 weeks from today I want to have ___ referrals in my PC business. In 3 months from today I want to have \$___ in my PC account. I plan on attending all of the PC training classes by this date: ___. I plan on reading Upgrade Your Brain for ___ hours/day.*
- Make sure that their goals are attainable and measurable.

Helping To Set Long-Term Goals For Your Referrals

- This is where you will be able to find out exactly what your referral's "why" is. Usually they will have more than just 1 reason for joining and you will want to write all of them down.
- Long-term goals can be anywhere from next year to 10 years down the road.
- *Examples: Next year I want to have quit my job and be working full-time from home. In 5 years from now I want to be able to retire and spend the rest of my time traveling the world. Next year I plan on having ___ referrals and \$___ in my PC account. In 5 years from now I plan on owning a ___ car and ___ house.*
- The more detailed that your referral is in their goal setting the better. Have them cut out pictures of what their "why" is and post them up in frequently visited places such as their bedroom near their computer, in their kitchen, bathroom, car, etc.
- Also make sure to write down their goals so you can keep track.

Help Your Referrals Develop Their Own Strategy And Plan Of Attack

- The best way to get someone to commit to working their business is to help them with formulating their own strategy or plan of attack.
- Help them create a day by day action plan that will outline what is required from them in order to achieve each one of their goals.
- Walk them through their PC Back Office and help them understand all of the different programs within the company.
- The better someone understands something the higher the chance of them sticking with it. So make sure that your referral has a good understanding of the company, the products, the referral program as well as the ProfitShift Feature.
- You also want to show them the Top 20 Earners and Promoters in PC so they will know what's possible.

Be Your Referral's Accountability Partner And Vice-Versa

- Not only do you want to know what your referral's goals are but you also want to share your own personal goals with them as well.
- This will help them to understand the important role that they play in your own life. It will also help to establish a strong business relationship with your referral.
- By giving your referral's your short and long-term goals they will equally be able to hold you accountable the same way that you are holding them accountable for reaching their goals.
- Then all you will have to do is set a certain time and date to follow up with each other and readjust your goals. This way you can both encourage and support each other in Profit Clicking.

Listed below are some examples of what you can base your goals on:

1. Income Producing Activity (IPA) – What activities will you be doing daily in order to produce more income?
2. Actual Results – What outcome would you be satisfied with? Put a number on it.
3. Personal Development – What activities will you be doing daily in order to improve yourself?

Follow Up With All Of Your Referrals Consistently

- Just as much as the money is in the follow up when you are engaging prospects, the money is also in following up with your referrals.
- The biggest mistake that most people tend to make is that they only call their referral once to welcome them. But unless the referral contacts them with questions they usually end up never following up again.
- By following up more than just once it will allow you to build a strong business relationship with each of your referrals. Also, by continuing to show your support and encouragement your referral will be more likely to stay in the game and work on growing their business.
- Keep in mind that the network marketing industry is a people business. So the harder you work at building strong, long lasting relationships with each person you meet the better off you will be.

Pay It Forward Method (PIF)

- One of the best ways to get your existing referrals to become more active is to pay it forward for them. Just like PC gives a free \$10 loan to all new members you can also send money to your referrals through Payza, SolidTrust Pay or any of the other money exchangers.
- Most people take things that they get for free for granted. So it is best to only PIF for those who add their own funds to their account.
- Example: *I will send you \$100 to purchase Ad Packages and help you get off to a good start if you at least fund your account with \$50. Or I will send you \$250 if you at least fund your account with \$150.*
- By offering to send them more than what they will have to personally put in they will more than likely take you up on your offer. Because they will know that at worst case scenario if they take a loss so will you.
- In the long run, not only will you end up making all of your money back through referral commissions. But more importantly your referral will be able to see bigger gains each day which will motivate them to work the business and tell more people which will allow you to gain even more referrals earning even more money.

Example Of A Follow Up Email Using The Pay It Forward Method (PIF)

Subject: This is your Profit Clicking Sponsor. I have some really GOOD NEWS for You!

Hi _____ (Your Referral's Name)

This is _____ (Your Name) and I am your Profit Clicking sponsor. I am very grateful and honored to have you on my team and to show you my appreciation I would like to help you get started by paying it forward for you. As you probably already know Profit Clicking gives you a free \$10 loan to help you with purchasing your 1st position. Well I would like to take it a step above that by sending you some additional funds that you can use to purchase more positions which will end up earning you even more money.

All I ask is that the money I send you only be applied to purchasing more Ad Packages. Obviously, by me helping you build your PC business it will also help me build mine. I also want to make it clear that I will only send you money if you are willing to at least fund \$10 to your account. I hope you can understand that I am only looking to work with people who truly want to help themselves. Depending on the amount that you fund to your account will determine how much I will send to you. But I will say that I guarantee to send you more than what you personally put in just to prove to you that we are in this together. I don't succeed unless you succeed as well and that is why I am willing to help you in any way possible.

If you are interested in taking me up on this offer, feel free to reply back to this email or you can give me a call. As of right now, this offer stands but due to my other referrals also wanting to take advantage of this I may not be able to continue this offer in the future. So I would appreciate it if you could at least let me know whether you are interested or not.

I am also here to answer any of your questions or concerns about the program so don't hesitate to contact me anytime. I look forward to working with you and hearing from you soon.

To YOUR Success,

(Your Name and Contact Info)


The achievements
of an organization are
the results of the
combined effort
of each
INDIVIDUAL

- Vince Lombardi

WWW.YOUNEEDINSPIRATION.COM

If everyone is moving forward together,
then success takes care of itself.

- Henry Ford

A photograph of four horses running across a field during sunset. The horses are in various stages of a gallop, with their manes and tails flowing. The lighting is warm and golden, creating a sense of motion and energy. The background is a soft, hazy landscape.

Talent wins games, but teamwork
and intelligence win championships.
- Michael Jordan



Teamwork is the fuel that allows common people to attain uncommon results.

-Andrew Carnegie