



# How to Sell to the Achieve Community

Preferred Partners ONLY!

Achieve Systems Training Manual



Welcome to our Team of Preferred Leaders,

Achieve Systems is a business building community that brings in members that receive well over 21.6 million dollars of assets to grow business. Two of those assets we provide is our Preferred Partners (vendors) and Revenue Stream Partners.

**A Preferred Partner** (vendor) is someone who offers a preferred product or service to our community.

**A Revenue Stream Partner** is someone who provides a revenue stream opportunity for our members that they own and have been successful with.

An example of a Preferred Partner would be someone who offers credit card processing, graphics design, printing, SEO services, approved business coaching services, website design or any specialty service or product that can help our members become successful. We implement you in our business in a box system.

A Revenue Stream Partner is someone who owns a company that provides an opportunity for our members to earn more income and add a service or product they promote and sell to their clients. Currently we have a number of Revenue Stream Partners that provide our members incredible profits. An example is someone who has their own supplement line, someone who offers equipment that our members can sell, or we even have a water filtration company that our members can refer to their clients and earn from.

It is our objective to provide our members unlimited opportunity that they can plug into. Once we approve a Preferred Partner or Revenue Stream Partner we provide them all on our checklist (attached).

We provide marketing power for your company including an incredible community to sell to.



### What is a Achieve Preferred Partner?

We call our preferred vendors, Preferred Partners because we are in partnership to market your approved programs or services to our members. It is our job to grow our community and provide you our 21.6 million dollars of resources leading to business growth for all. It is your job to offer your approved products or services to our members to grow your business.

### What is a Achieve Revenue Stream Partner?

A Revenue Stream Partner has something that can make our members money if they plug it into their business. We have preferred vendors that offer our members supplement lines, equipment, licensing opportunities and more. You would become a product or service we recommend our members offer to their clients and sell for you.

### Both

Both Preferred Partners and Revenue Stream Partners are responsible for marketing and selling to our community. We put you into all of materials, marketing stuff and offer you to the community. It is then your job to do business

with our members.

### What kind of business can I expect from the Achieve Members?

It all depends on how much you participate, how you market to our members and if you use the resources. If you plug-in strongly you will benefit way more than if you sit back and wait for business. Picture a company that provides you over 700 leads and growing by dozens new every month, and we recommend you as the preferred business for what you offer. Picture you having the ability to sell and market to all of these business owners every day.

### How do I market to the Achieve Members to grow big business?

We will get you set-up with everyone on the attached checklist when you are approved and signed as a Revenue Stream Partner or preferred vendor. After that you will follow our recommended marketing program that is provided below.

### Return on Investment (ROI)

Your success is especially important to us!

One reason we call our preferred people Preferred Partners is because we are truly in partnership with you to help you grow your business. We genuinely care about your success and in exchange we expect you to take great care of our Achieve Members creating the perfect win-win. Due to the low investment amounts to become preferred with us and we do not take a percentage ever it is especially important to us that you are successful within selling your product or services to our members.

### Achieve has over 55 revenue streams. Can I use the other resources?

Yes! Someone who is accepted as a Preferred Partner has limited or full access to everything depending on what program they come in on. Review the Preferred Partnership programs and apply for the one that is right for you.

### Am I an Achieve Member if I am a Preferred Partner or Revenue Stream Partner?

Yes, all who are in Achieve Systems are members. We do this because we don't want to limit your success in any way. If we have resources that can help you grow your business including additional revenue streams, marketing opportunities, partnerships, leads and everything else we offer we want you to be able to use it to benefit your business.

### Can I refer people to join Achieve Systems?

Absolutely, we have a program for our Revenue Stream Partners and preferred leaders to refer and earn to our community. We have been phenomenally successful because of the great people we have in Achieve Systems. You will find we have one of the best community of professionals around hands down. Within, we find it important we grow our community through our leaders and members.

You will be able to refer members and earn between \$500-\$6500.00 for every member that joins us who you refer. You can even invite guests to our conferences for FREE with VIP status and if they join our community you earn. It is a great revenue stream for you and your business in addition to selling your stuff to our members.

We have had some Preferred Partners earn an additional 25k and up per year from our refer and earn program.

### Risk Assessment for your Business

We believe in strongly limiting your risk as a Preferred Partner and bringing it down to almost ZERO. We do not take a percentage of what you earn, you pick the initial investment program you want to come in on and we have a zero-dollar initial investment program and up. Once you are in its only \$50 a month to cover our expenses and never a renewal fee ever.



## **How to market to the Achieve Members?**

We provide this handy guide to teach you how to plug in and market to the Achieve Community of 100s and soon to be 1000s of business owners. If you plug in properly you will do very well, and some Preferred Partners and revenue stream leaders can create incredible business success right within the walls of Achieve Systems.

## **Let's do it!**

## Checklist of how I market to the Achieve Systems Members as a Preferred Partner or revenue stream leader?



### 1- THE FIRST 21 DAYS: Getting you all Set-up!

When you start make sure to do the complete Checklist we provide so you are in all marketing materials we provide for you and your business. Our team gets you into all our marketing systems, up on our website and provides you full access.

When you start make sure that entire checklist is completed with success. You will be displayed in up to 56 marketing guides to gain visibility including on websites, in manuals, marketing materials and our business building forms.



“We will start inserting your company information into everything upon start date, so you gain visibility in the community!”

# facebook

## 2- THE ACHIEVE FACEBOOK EXCLUSIVE GROUP – MARKETING:

We provide you our Facebook exclusive group where you can now place marketing stuff in it once a week. We set it up so you can post 1x a week, so you don't over sell your products or services.

TIP: When you are posting do not post sales materials. Post ways you can help the members, start conversations that lead to engagement and then it leads to business for you.

NOTE: We post a Preferred Partners newsletter every other week and your details will be in it.

NOTE: Other groups- We have a number of Facebook and Social Media groups you can plug into.

NOTE: LEADS- We post an average of 2 business building leads in our Exclusive Achieve Systems Facebook Group per week. Make sure to check the group daily to see what works for you and can increase your business. Wow!



## 3- The Achieve Leadership Rolodex

Right out of the gate we provide you the contact list for all of our leaders and preferred vendors so you can develop relationships and display your approved products and services to all our leaders so they can use what you offer if they need it and know how to refer and promote you.

TIP: You will have access to the Achieve Systems online business building resource center - and you can log-in and print the list at any time as we update it often. You can also schedule meetings on zoom, at conferences or in person any time. It is our job to provide these great features and your job to go make it happen.

### Industry Influencers

We have a number of industry influencers who run high end successful businesses that you can do business with like Gary Barnes, Bert Oliva, Natalie Heckert, Lila Veronica, and many others who are extraordinarily successful and have 10s of thousands of leads. We are also adding loads of influencers to our team on a regular basis that you can grow relationships with online and live-in person.



#### 4- Achieve University – Our initial training program- We market you!

All of our Preferred Partners are put on a checklist that we go through with our new members at the initial training program they receive which is called Achieve University. This is a 2-day training that teaches them how to market and use our business assets (you). Your offerings will be explained right at Achieve University and then they will check a box if they want you to contact them.

This is the initial visibility you have to all new members.

TIP: If you are a Gold Level or above Preferred Partner you can attend Achieve University at no cost (\$10,000 value). We strongly recommend you attend as it is voted one of the top trainings today for all business owners.



#### 5- Achieve Academy Education Company

We are the proud owner of the education company called Achieve Academy that provides CEC education programs to the consumer. You will have dozens of education program leaders you can develop collaborative and referral relationships with.

TIP: As you grow relationships with our education company leaders you can grow referral relationships with them as they are teaching workshops and classes to business owners on a regular basis.

“A Preferred Partner has 100s of leaders within our walls who you can contact and work with every day!”



#### 6- The 3-4 Achieve Biz Explosion Conferences per year

We strongly recommend you attend all of our conferences and grow outstanding relationships with our members leading to way more business for yourself. As you know everyone wants to work with people they know, trust and respect. You have the ability to make that happen for FREE as you

are provided unlimited VIP tickets to our conferences for your you, your team, customers or leads.

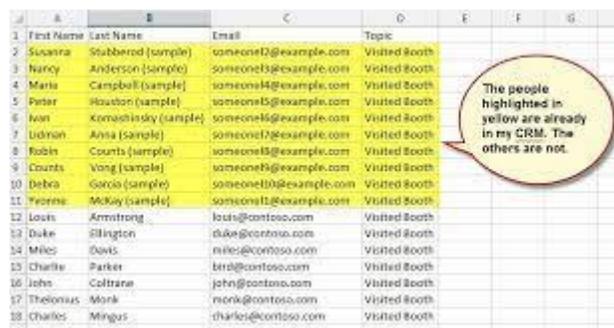
Our conferences generally have 250-350 business owners at it (our members and guests).

Exhibiting at Conferences: Our platinum level preferred leaders get to exhibit at all of our conferences for FREE. Our standard preferred leaders can do it for a nominal fee with approval and space available.

Setting up your pre-conference marketing plan: We provide you a packet to preset meetings, grow relationships and you have full access to all parties, networking events and lead systems at all conferences for FREE.

Can I invite Guests to the conferences? Yes, this is another benefit we provide you. You can invite anyone out to any conference event we have as a VIP Guest and impress them to do more business with you. We recommend all Preferred Partners use our conferences as a business building event to attract business to you not just from inside the walls of Achieve Systems but, outside. Also, if your attendees like Achieve and join us you earn between \$500-\$6500 per. What a great way to increase your income.

TIP: This is a \$250 value for your VIP Guests for FREE. We put on one of the best business building conferences today and they will be extremely impressed.



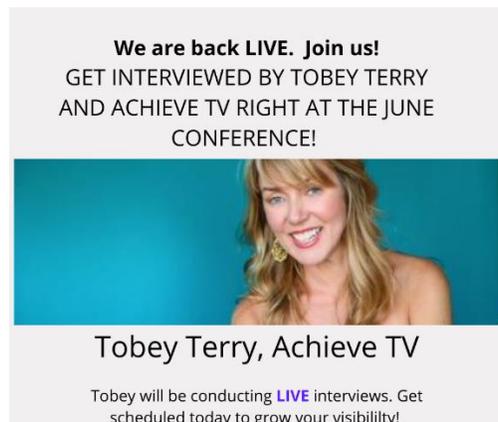
The image shows an Excel spreadsheet with columns for First Name, Last Name, Email, and Topic. The first 11 rows are highlighted in yellow. A callout bubble points to these rows with the text: "The people highlighted in yellow are already in my CRM. The others are not."

	A	B	C	D	E	F	G	H
1		First Name	Last Name	Email	Topic			
2	Susanna	Stubbered (sample)	someone2@example.com	Visited Booth				
3	Nancy	Anderson (sample)	someone3@example.com	Visited Booth				
4	Maria	Campbell (sample)	someone4@example.com	Visited Booth				
5	Peter	Houston (sample)	someone5@example.com	Visited Booth				
6	Ivan	Komashvsky (sample)	someone6@example.com	Visited Booth				
7	Udman	Anisa (sample)	someone7@example.com	Visited Booth				
8	Robin	Counts (sample)	someone8@example.com	Visited Booth				
9	Counts	Vong (sample)	someone9@example.com	Visited Booth				
10	Debra	Garcia (sample)	someone10@example.com	Visited Booth				
11	Yerema	McKay (sample)	someone11@example.com	Visited Booth				
12	Louis	Armstrong	louis@contoso.com	Visited Booth				
13	Duke	Illington	duke@contoso.com	Visited Booth				
14	Miles	Davis	miles@contoso.com	Visited Booth				
15	Charlie	Parker	bird@contoso.com	Visited Booth				
16	John	Coltrane	john@contoso.com	Visited Booth				
17	Theonius	Monk	monk@contoso.com	Visited Booth				
18	Charles	Mingus	charles@contoso.com	Visited Booth				

## 7- Conference Marketing & Contact Lists Provided

As a Preferred Partner you receive a copy of all attendees at our conferences and events including name, email address and details on who they are. You can add them to your newsletter marketing system, contact them any time and use the list to grow your business from conference to conference.

You will have 1000s of business owners on these lists from year to year!



## 8- Achieve TV

All Preferred Partners can schedule to be interviewed on our Achieve TV system to gain visibility for your business for FREE. You will contact Achieve leader Tobey Ann Terry to schedule. You will have access to use the promotional video and tape in your business for free.

TIP: Get interviewed at every conference and event helps grow a much greater presence in the community.

### Coaching Call with Niki Cicak



Add revenue through our  
Achieve Networking Events!

### 9- Get interviewed on our Daily Mastermind Business Building Calls

A great way to grow your visibility and sell your approved products or services to have one of our mastermind call leaders interview you so members can get an understanding of the products and services you offer.

TIP: Schedule to be interviewed on a regular basis as we have a mastermind call to grow business almost every day.

TIP: You also have access to join in on all business building calls every day for FREE. This is a \$7500 value per year provided to you FREE.



### 10- Become a sponsor, preferred vendor, attendee, or speaker for Achieve Event Systems Opportunity

Achieve leader Niki Cicak runs our Achieve Event System and you have full access to become a sponsor, vendor, attendee to network or a speaker. Contact Niki Cicak for details as this can be a great visibility opportunity for you and your business.

# MORE & MORE

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## 11- More

We are constantly adding new revenue streams, partnerships, and people who can benefit you and your business. We are all about relationships development that leads to more business for everyone.



## 12- Inter Industry Connections - Connections

Our specialty is working within the industries that involve health-Therapy, Fitness, Nutrition, Wellness, Beauty & Health. We are growing the largest community of professionals in these industries, and we connect them to each other to grow referral and collaborative relationships. You can do this same thing for your business right within the walls of Achieve Systems.



## What is the best way to sell to the community using the incredible resources provided?

- 1- It is your responsibility as the preferred leader to lead your sales and make it successful. We provide you all we offer and grow our community of business owners, so you have more and more people to sell to on-going. It is not our responsibility to bring you in sales as that is your job. It is our job to grow our community and leads for you.

## Selling to the community Recommendations

- 2- Do not over sell- Selling your preferred products and services to a business owner requires relationship development skills and as people earn trust in you they will buy from you. People want to buy from people they like and want to do business with. When selling to our community work to solve a problem for the business owner and then lead it to them buying your products and services.

For example: If you offer graphic design and someone has below average marketing materials discuss with them how improving it will improve their business. Don't just jump in and say buy this for \$250 is a great way to go and attract business to you.

3- What can I do if I suck at sales? If you are not good at selling your products or services we recommend you come in as a gold or above level member and learn how to sell and market through using our business building resources.

4- Show-up - The only preferred leaders who are not successful are the ones who do not show-up. It takes the average consumer 3-7 touches before they buy. If our members only see 1 post from you a quarter, you show up to only 1 conference a year and don't send newsletters to them or contact them they are not seeing the value. This is how it works in any business.

The more visibility you can create the more you will prosper.

5- Profits- We are all about you growing your business to your dream level and using our community to do it. That is why we set it up so once you are an approved Preferred Partner its only \$50.00 a month and never anymore. If you have every exhibited at a conference alone it can cost you \$5000.00 for just that. If you have every bought an email list of 1000s of qualified leads it can cost \$1000s. We provide everything included because we want to grow a successful relationship that benefits all.

6- Customer Service equals more referrals- This is one of the most important parts of our Preferred Partnership program. You are one of the systems we offer in Achieve. We promote and recommend you. If you do not provide quality customer services you negatively impact our business as well as yours. All Preferred Partners must agree to provide our members outstanding customer service.

7- Support- All preferred leaders have a go to contact in Achieve to have your questions answered and gain support.

- 8- Non-Competition- It is our goal to have 1 Preferred Partner for each specific service or product offered.
- 9- Use the other Preferred Partners- You will have a business in a box team that is incredible. If you need anything else for your business you have full access!



### **More Good Stuff.....**

- 10- Use our Business Coaching Resources- Get on our daily mastermind calls, attend conferences, events or use our resource center to build your business. We are here to help you succeed!
- 11- Revenue Streams- As you know we are big on revenue streams. We want to give our members all opportunities to grow business. Having revenue streams is part of that and you will have the ability to plug in to all we have.
- 12- Community- Use the community to support you, buy from you and grow your business. That is your overall goal. If you solve a need or problem for a member you will prosper!
- 13- Approved- Please only sell approved products or services to members.