

## ✓ INTRODUCTION

- 1 **Subscribe to the company's news and join the messenger chats** to communicate with like-minded people and be at the heart of events.
- 2 **Get verified** to legally own your shares.
- 3 Explore the back office to navigate the sections and easily find the information you need. Click on each section: Wallet, Investment, For Partners, News, Events, Promo Offers, Community, Knowledge Base, etc. See what they contain, check out all the tabs. In the future, you'll know where you need to go to perform the available actions.
- 4 Carefully look through the "**Knowledge Base**" to find answers to your questions.
- 5 **Plan your participation in webinars** to learn as much as possible about the projects and competently communicate this information to your clients. Each week, attend a webinar on a new topic or with a new speaker, choosing from the upcoming events.



## ✓ INITIAL ACTIONS

- 6 Choose a personal goal in accordance with **the marketing plan** to act with confidence. Set down the status and income you want to achieve.
- 7 Start actively using the **Starter Bonus** option to get the first registrations of new participants.
- 8 Set yourself the main goal of registrations in the first level of your structure. Focus on this task to make sure your structure begins to form.
- 9 Create a group or a public page in any media space so that you have your own platform for promoting projects. Post **our news**.
- 10 Study the "**Partner Work Methodology**" to understand the whole process of the work to be done and find a lot of tips for each action.



## ✓ GAINING EXPERIENCE. MASTER

- 11 Give a presentation to your friends and acquaintances to get investors and partners in your structure. See **the chapter titled "How to interact with customers"** for instructions on how to prepare and deliver a presentation.
- 12 **Choose the coolest offer** for your potential investors to easily explain the benefits to them. Make your first sale and get a referral remuneration.
- 13 **Choose your investment package** to increase your income in the future and climb up the career ladder now. Start investing.
- 14 Become a participant of the **promo for partners**. Be active! This will help you achieve your goal in a short period of time.

- 15 Continue learning/ giving presentations/ making new sales. These actions lead to boosting your expertise, status and income.
- 16 Complete the "Master" step. Congratulations, you now have at least three customers and an income. Develop your customer base by recruiting new and maintaining existing investors to solidify your position and increase your income.



## ✓ CONSIDERABLE RESULTS. EXPERT

- 17 Work on new registrations and new sales - increase your income. Don't stop! Keep growing financially and career-wise to make the most of the marketing plan.
- 18 Work with customers you've already attracted (installment plans, overdue payments, upsizing packages, secondary sales, offers and lotteries) - increase your average sales check. In the **"Training" section**, you'll find lots of tips and lifehacks from leading partners in different countries to do the job more effectively.
- 19 Shape your team of partners in the first level of your structure. Remember: you can always do more with a team than alone! The team will accelerate and multiply your achievements and income.
- 20 Create and train three "Masters" in the first level of your structure to scale up your business, work less and earn more. Think strategically - build a business that will provide for you and improve the world for decades to come.
- 21 Complete the "Expert" step to be able to join the region's leadership council. This will expand your sphere of influence and give you the opportunity to communicate directly with SOLARGROUP's top officials on a regular basis. And, of course, it will boost your permanent income even more.



## ✓ SUCCESS!

- 22 Scale up your partner team both in quantity and in quality. Train, support and motivate your partners to grow: more "Masters" and "Experts" in the team is your goal. It leads you to success and permanent passive income from your structure's depth!
- 23 Fill out the **"Story of Success" form** and send it to us. We will write about you and your experience. You can use this content in your presentations and webinars. Your story will be included in the SOLARGROUP Book of Success.
- 24 Achieve the "Professional" status by creating and training three "Experts" in the first level of your structure. Keep working with the customers and the team. Increase your income. Get maximum recognition from your team and the company.
- 25 **Become a "President"!** To make sure that your income is not limited by anything. **Become a representative of SOLARGROUP projects!** To develop your own region and be the company's top figure.

