

Registration Process

ecoforce makes it simple



saving our planet ... one tree at a time

Registration Guidance



join the movement

“The first step toward success is taken when you refuse to be captive of the environment in which you first find yourself” - Mark Caine

◆ Why Register with EcoForce Global

You do not have to look too deep into the health of our planet, to see evidence that our earth needs our help. The reality is, as humans, we are the *only inhabitants* on earth that can initiate positive change to heal our planet and learn from our past mistakes. If we fail to take proactive steps now to care for this planet earth, then we have no other option in the known universe to continue to exist as we have done, for future generations. Time is running out, so what *can WE* do? The good news is, there is a way to make a difference and where everyone and anyone can be involved in the solution – because *everybody* is affected.

‘Whilst we inherit the earth from our ancestors, we borrow its future from our children.’

The future of our earth depends on all of us. It is a known fact, that trees contribute to carry the way forward with their natural ability to sequester (capture) carbon to slow and even reverse global warming, so logically we need more of them ... urgently.

EcoForce Global has put *everything* in place to support tree planting on a global scale to help turn the tide. *Your invitation* is to join this critical initiative for much needed change. With intelligent planting, nurturing and sustainable programs that are scientifically proven to repair, nourish, and restore the environment, you now have a unique opportunity to really make a difference by joining a global movement for powerful transformation.

By registering as a proactive **EcoForce Advocate** with the growing EcoForce Global Community and simply investing in trees each month, you genuinely are making a positive difference to heal the planet. Your mission, should you choose to accept, is simply to invite others to do the same and join us all on this important, exhilarating, yet vital mission.

In addition, EcoForce Global also empowers those who are prepared to make a difference, by **rewarding you financially** for your efforts. While healing our earth one tree at a time, EcoForce Global have included a generous **Advocate Rewards Program** as a *‘thank you’* gift paid direct to you on behalf of the planet. **It is a win for the planet and a win for your wallet.**

The extra income you can create allows you to take control of your own economic wellness and future security. Simply by joining the EcoForce Global Mission to heal the planet, you can also position yourself to be able to invest in other dreams that are important to you. This may include investing in more trees, others, your health – the choices are endless. It is all about sustainability - for the earth, and your personal sustainability. EcoForce is also about empowering Advocates so they can continue to make a difference.

A common-sense business to make uncommon dollars





The EcoGOLD Program is a once in a lifetime opportunity that is available for every Advocate. **This is YOUR opportunity to go for GOLD!** The top level EcoGOLD Reward is a **million-dollar home and land package** – so it is definitely worth going for, as every Advocate is only given one chance to participate in the EcoGOLD Program. What this Program will do is get results happening for you and your Team sooner. This requires just one year of focused effort to create a life that most only dream about with amazing rewards to aim for along the journey ... yet the greatest winner is our planet. Learn about the Program, what is involved, and use your first 90 Days from registering wisely to create momentum and get a head start ... **what are you waiting for?** Work with your Referring Advocate to get this happening for you.

◆ Your Part in our planet's future

Quintessentially, every EcoForce Global Advocate contributes to a worthwhile philanthropic crusade by investing in our earth, our future, and upcoming generations. As we seek to gain unstoppable momentum with our tree planting program, we pave the way for a healthier, greener, sustainable planet - together.

'We get one life and one chance to make a difference.'

◆ Your Part in the EcoForce Registration Process

One of the truly great things about EcoForce Global is the ease of the Registration Process. It is so simple; most people can navigate their way through without much assistance from their Referring Advocate. Ultimately, a new Advocate simply completes the Registration Page and makes a tree purchase from the Tree Club options. The simplicity of the process supports you to achieve rapid growth, which in turn helps the planet, and you are rewarded for your effort. With no registration fee to get started, everyone can be confident that their investment goes directly into the EcoForce Global Mission for planet restoration.

However, there are some key points presented in this Module we want you to be present to. It is one process to register an Advocate, yet it is another process to keep them on the path for them to gain the belief and confidence to register other Advocates and achieve the success they desire. Registration is the first step to getting started, learning how to make the most of this Opportunity to contribute to the health of the planet and generate a return is the next focus. Once an Advocate is registering other Advocates, you know they are on the right track. From there it is about supporting their momentum to achieve the goals they desire with this unique Opportunity.

The assistance you provide to your Advocates through guidance and providing amazing support, especially in the first few weeks of registering, is vital for them to get pointed in the right direction, stay the path, and to get established. A common reason for people give for them to walk away from an opportunity, was the lack of support, so ensure you provide all the support they need to get connected and get going. **You want their experience to be great – because this is a great Opportunity, so be professional in all your interactions.** This also ensures your Advocates are clear about what steps they need to take to impact the planet and maximise their returns from day one. You want all your Advocates to be educated and prepared so they can take advantage of the many incentives of the EcoForce Global Advocate Rewards Program.

◆ Nurture your New Advocate

‘Every strong robust tree was once a small vulnerable sapling that required nurture, support, and protection for it to become established. Without such, it rarely achieves its full potential.’

Keep in mind, this is a relationship business. The quality of your relationships will reflect in your personal success. Ideally if you can be present, either physically or on the phone during the Registration Process to answer any questions they may have and guide them through the registration, this allows the process to be seamless and keeps the whole process duplicatable. If you are not able to be present during the Registration Process, then ensure you make time to follow up with your new Advocate, ideally within 48 hours of them registering. This confirms their decision, lets them know you care, that you are here to help, and for them to feel valued.

In the early days, you are ‘holding the hand’ of your new Advocate until they are confident to stand on their own. Depending on an Advocate’s previous experience, this will reflect on how much support and what knowledge they will require from you. However, as they are new to EcoForce Global, there are always important things to learn that they are yet to know, so encourage them to be comfortable to ask many questions so they can gain the clarity they need to get started and to keep going. Do not let ‘speed humps’ become ‘road-blocks’. For some people, what may be obvious to you, they may need time to process and adapt to this new way of thinking, so be patient and be available.

Just like every delicate sapling required the right support and assistance for it to grow into a strong healthy tree to produce fruit, support each new Advocate in a similar way. You also want them to become confident in this profession and feel very much part of the EcoForce Global Community as well as be aware of all that is on offer for them. Every contribution that someone makes to the EcoForce Global Mission, no matter how small, really does make a difference. **Therefore, like any new plant, nurture them all.**

‘From little things, BIG things grow.’

◆ Your planet, Your focus, Your income

A key point to keep in mind; as with most businesses, you are paid on turnover. In basic terms, if we can increase our turnover, we therefore increase our income, which in turn has a positive impact on the planet. With the EcoForce Global **Advocate Rewards Program**, turnover is generated by the number of trees invested in every month – therefore the more trees invested in each month within your organisation, then the more you get paid ... simple. This is your ‘thank you’ gift from helping the planet to be rescued, regenerated, and restored.

◆ The Power of Leverage

The good news is, the income you can create from the EcoForce Global **Advocate Rewards Program** is paid not just on how many trees you personally invest in or sell, rather a percentage of all the trees purchased through your organisation. This is where duplication is paramount because your income is not just reliant on you, rather it is amplified on what everyone is doing in your Team – this is the power of leverage. It is a unique opportunity to

leverage your income. Ultimately, once you understand the significance of leverage, it will transform *how* you build your Team, and your business. The power of leverage within your organisation, also extends to your contribution to impact the planet, and your income.

Imagine for a moment, that of all the billions of trees EcoForce Global will be planting on the planet, that because of leverage, your Team's contribution was responsible for planting one million of those trees – how great would that make you feel? Now imagine if you only got paid just one dollar from each of those trees ... you would have a million dollars! Now let's multiply that and imagine if your Team was responsible for 2 million trees and so on ... I think you get the picture. Now that is powerful. This is the power of leverage in action and is far more achievable than winning lotto! It all starts with one tree – and your actions to invite others to join you on this exciting mission where everyone benefits ... most of all the planet. The next question is, how soon do you want it? Participating in the EcoGOLD is like fertilizer to boost your success. Procrastination, however, is a delay in results ... start sharing this Opportunity today!

We encourage you to take time to understand the EcoForce Global **Advocate Rewards Program** and **EcoGOLD** so you can grow your business wisely and position yourself strategically to achieve the biggest rewards possible.

◆ **You are in business for yourself, yet not by yourself**

EcoForce Global needs **your help** to achieve our vision of planting billions of trees – we are not able to do this on our own. We also do not expect you to be on your own growing your organisation while partnering with our mission to bring healing to the planet. Therefore, we are also about providing **every Advocate** the **equal opportunity** to create an income from the EcoForce Global **Advocate Rewards Program**, so all Advocates can achieve their desired goals. By doing so, this directly supports the momentum of the EcoForce Global Mission to support our planet, so everyone wins. Very few opportunities exist where you can be rewarded for doing a noble deed that leaves a legacy for future generations. Our heart is to provide the support and training for every Advocate to create an income where they can purchase as many trees as they desire to invest in that will work within their budget, as well as have enough income generated to support their desired lifestyle.

◆ **The importance of building a strong, united Team with EcoForce Global**

The income that you can generate from the EcoForce Global **Advocate Rewards Program** is in direct proportion to how many trees have been purchased within your organisation, and how many Advocates you have helped achieve their personal goals with the EcoForce Global Opportunity. There are no 'solo' achievers here, rather everyone doing what they can to help the planet. The greatest rewards are for the strongest teams – where **together everyone achieves more**. This is the result of the activity generated within your Team, so aim to be a great leader (we will cover this in more detail in another Module of your EcoMastery Success Program: *Developing Your Leaders*). It is important that you communicate this with each of your Advocates as they need to see the big picture.

*“Team; Coming together is a beginning. Keeping together is progress.
Working together is success.” – Henry Ford*

◆ **How many trees then should I advise my new Advocate to invest in each month?**

This will depend on what works for each new Advocate within their current budget. For some, joining the One Tree Club may be all they can afford initially, however for someone else, the Fifty Tree Club maybe within their budget. Whatever their choice, congratulate them on their decision. Every Tree Club purchase is a great investment, and the planet with thank them for it.

*To buy a tree with EcoForce Global is an investment into the future
– the returns of that investment will continue long after you and I have left the planet.*

There are obvious benefits for every Advocate to be part of the Fifty Tree Club (or above), however this may not be practical for everyone, so exercise discernment and respect here. If an Advocate is passionate about contributing to heal the planet yet have current budget constraints, starting at a lower Tree Club and then focusing on helping them create an income through the EcoForce Global **Advocate Rewards Program** to work toward a higher Tree Club, is a great goal to embrace and aim for.

*Purchasing a tree with EcoForce is being part of the solution
– not doing anything is contributing to the problem.*

Every Advocate should be working strategically to build their business to a level where their income is greater than their expenses – this is called profit and is a wise practice for any business owner. We do not advise or encourage anyone to go into debt to be part of this Opportunity, nor do they need to. You want them to create great habits from day one, rather than be in debt from day one. The Tree Clubs should therefore be used as stepping-stones. The reality is, our planet needs our investment sooner rather than later, so every tree purchased and planted is one more step closer toward our corporate goal of billions of trees planted around the planet.

All our actions, or lack of, have a direct impact on achieving our global mission. The higher the Tree Club each EcoForce Advocate is committed to, the greater the rewards for everyone ... and the planet. So, if you start small, start with the end in mind, and help others achieve the same by building for the next Tree Club level. Ensure you regularly recognise the efforts and achievements of all your Advocates in your Team. In a world that is often quick to point the finger and bring others down, encouragement is oxygen for the soul. Keep in mind – kindness matters. (We will unpack this in detail in the Module; *Reward and Recognition*.)

As people will duplicate what others do, should an Advocate start on a lower Tree Club investment, they need to be aware not to allow this to become a precedent for others when they join their Team, as this will stomp the growth of their business. This is where Advocates they introduce do the same and only commence with the same minimum investment because that is what their Referring Advocate did - even if it was within their budget to commence at a higher Tree Club level.

We want all Advocates to understand the benefits and significance of commencing at the Tree Club that works for their personal budget, which may be higher than the Advocate who shared the Opportunity with them. You also do not want anyone to feel pressured to invest in more than what they can afford, as chances are, they may give up if this is outside the

limits of their current budget. **Every Tree Club level is a great start because it is a decision that makes a difference and contributes toward our global vision.** This is not about competition as to who has invested the most, rather what we can all create and achieve – together.

“Amateurs compete, professionals create.” – Bob Proctor

◆ **So, what Tree Level should I suggest when asked?**

The Tree Club level you personally suggest will often reflect what you already know about your new Advocate, however never pre-judge as people will often surprise you. The reality is when you think about it, somehow, we find the funds for things that are *important* to us. What we are doing with EcoForce Global, is critically important.

“If it is important enough, you will find a way ... if not, you will find an excuse.” – Ryan Blair

If you have successfully communicated the importance of what we do, then simply ask each new Advocate which Tree Club works for them and let them choose. This empowers them as they decide. If they choose a low entry Tree Club, then simply share the benefits of a higher Tree Club, however ultimately, let the choice be *theirs*. No one likes to be pressured into anything. Often, they will ask what Tree Club you started with. A good habit is to suggest to every new Advocate in your Team to choose between either the **5 Tree Club level** or the **10 Tree Club level** (or above). This is their personal investment every month to get things underway, as this is generally affordable for most people.

◆ **Lead the way**

Imagine two businesses - one where everyone only invested in the One Tree Club, the other where everyone invested in the Ten Tree Club or above ... which Team would you rather be leading? There are obvious benefits for everyone, and the planet, if we start at the 5 Tree Club or higher – so always be prepared lead the way. Often a new Advocate is seeking leadership when they get started, so to lead the way, direct them to make an informed decision. If they believe what you believe about the mission of EcoForce Global, they will often do what you do.

‘In life, we do not get what we deserve, we get what we negotiate.’

◆ **Tree Club negotiation tips**

When promoting and negotiating any Tree Club Level, following is a simple process to assist a new Advocate with their decision on which Tree Club to get started in and what will work best within their current budget. We do this by simply breaking the investment down into ‘bite sized chunks’ that they can relate to. This demonstrates to them simply and practically, how much this equates to each week and even each day. This may even include relating this to something they may already invest in that they would be happy to give up, therefore making their Tree Club choice possible. This guides the Advocate to decide what is affordable for them and what will fit into their budget. (We suggest you work this out in advance for each Tree Club Level prior to speaking with your Advocates.) However, we have 2 examples below.

Example 1. Should an Advocate consider registering at the **5 Tree Club level**, then they have 2 options; to either buy their trees in one purchase or select the Payment Plan. The **Tree Club Payment Plans** allows the purchase of their trees to be spread over a 12-month period, which makes their tree purchase more affordable. Should they select the Payment Plan for the 5 Tree Club, this equates to just \$38.50 per month for the next 12 months which accrues 5 Points per month. If we break this down, this equates to just under \$10 per week, which is around \$1.25 per day, which is around 2 cups of coffee per week. A question you could ask is, *“Would you be prepared to sacrifice 2 cups of coffee a week to help save the planet?”* By using this example, you are demonstrating to the Advocate a simple way for them to justify their purchase by seeing the purchase of their trees as more affordable.

Example 2. Should an Advocate consider registering at the **10 Tree Club level**, then they have the same 2 options; to either buy their trees in one purchase or select the Payment Plan. Should they be considering the Payment Plan option, this is just \$77 per month for the next 12 months which accrues 10 Points per month. This is comparable to a gym membership that often people pay for yet rarely use ... they may choose to cancel their gym membership and invest in the health of the planet instead. To help them see the benefits of the Payment Plan, this equates to just under \$20 per week, which is around \$2.75 per day, which is less than a cup of coffee. If they can afford the daily cup of coffee, then often they can justify joining the 10 Tree Club as this will work within their budget.

We encourage you to create your own examples that sit well with you, yet ultimately you are assisting them by providing the right information so they can make an informed decision. Simply help them decide on the Tree Club that works best for them and their budget.

“We act as though comfort and luxury were the chief requirements of life, when all that we need to make us really happy is something to be enthusiastic about.” - Charles Kingsley

It is awesome when an individual makes a significant purchase of trees. However, what is also impressive, is the grand total of trees purchased corporately in one Advocate’s organisation, as this reflects solid leadership. This is also why EcoForce Global has included the Advocate Rewards Program to reward and empower Advocates to achieve our Global Mission. Without YOUR help, this would not be possible.

The EcoForce Global Mission is not reliant on the efforts of one or donations of a few, rather the combined efforts of many where the greatest impact is made, and where anyone can be involved with a moderately small investment.

For all Advocates who make the decision to join this exciting Global Mission, there is a recognised sacrifice for them to purchase trees for the greater good of the planet. We also recognise the sacrifice of time Advocates invest to share this Opportunity with others, and to nurture their Advocates as they build their Team, and in turn, their business. Sometimes it is not about equal investment, rather equal sacrifice. However, when you think about the current state of our planet, this is a relatively small sacrifice for the greater good. The sacrifice for some may simply equate to giving up a cup of coffee each week and redirecting where some of their funds are being spent, for others it is much more. Your sacrifice, whatever the amount in trees and time, is an investment in the future of the planet. On behalf of future generations and all creatures who will inherit this magnificent precious earth, we thank you.

◆ Customer - explained

Key Points to remember when promoting to a Customer

✓ Most people once they hear about the vision of EcoForce Global want to be part of the solution, yet not everyone will want to become an Advocate. The good news is these people can still contribute and purchase trees as a Customer. This may apply for some corporate clients with their donations, charities, or an inspired individual who may just want to contribute to our worthy cause, as an example. They either purchase their trees from the Tree Club Menu or pay these off over a 12-month subscription on the relevant Payment Plan.

✓ EcoForce Global allows you to place Customers and new Advocates under anyone in your Team. Therefore, if placing a Customer not directly with you, choose an Advocate in your organisation who has a great Drip File process, loves people and is accountable. Introduce the Customer to this person who you are placing them with and advise them that they are the best person in your Team to support them. For this reason, you can be strategic by placing Customers under key Advocates in Your Team to support your business growth. There will be some Customers who will prefer to be directly with you, so always think of what is best for the Customer.

✓ Customers are not eligible for any financial *Thank You* rewards from EcoForce Global. However, we encourage you to take the time to recognise the contribution of a Customer, no matter what their investment is. This may be done publicly at an Event, and/or with a Certificate which EcoForce Global can provide for you. By recognising and nurturing a Customer, they may be happy to purchase more trees in the future, or better still, they may even join you as an Advocate when the time is right for them.

✓ Invite Customers to Events that showcase the EcoForce Global Vision and Mission. This assists with cementing their reasons for purchasing trees, together with where their trees have been planted and the impact of their support. They will also meet others involved with EcoForce Global, which is priceless for creating community within your business. They may even decide to purchase more trees in the future.

✓ Include Customers in your 'Drip File'. By sharing relevant articles and information that support the EcoForce Global Mission, projects we are doing and what we are achieving, this keeps them connected. Promote events they may like to participate in, or benefit from. As with all our Advocates, our Customers are important to us, so we want them to feel very much part of the EcoForce Global Community. Appreciate them by acknowledging their contribution towards a worthy project that is improving the planet.

✓ *'Make a friend – make a sale.'* When you have built a good rapport with your Customer, we encourage you to ask them for referrals - anyone they know who may be open to also making a tree purchase or becoming an Advocate with EcoForce Global. Referrals are the wind in your sails, and Customers can often introduce you to people you have yet to meet who potentially could become key leaders in your team.

✓ In summary, nurture ALL relationships. Customers often become Advocates themselves, so keep that in mind.

◆ Advocate - explained

Someone choosing to create an income from the EcoForce Global Opportunity will register as an Advocate. Their efforts are rewarded financially, as detailed in the EcoForce Global Advocate Rewards Program, through volume generated within their organisation simply by sharing this Opportunity with others, who in turn share the same with others.

The income that they create through the EcoForce Global Advocate Rewards Program has **unlimited earning potential, is leveraged, continues to grow into retirement**, and is an income they can **bequeath**. Compared to most people in a job or a traditional business, this is a unique proposition for anyone from EcoForce Global. The income generated attracts all the taxation benefits of traditional business ownership.

Business Ownership is the hallmark of wealth.

Some people have a phobia about the word 'business' or being in 'business', often because they do not understand HOW business works. If we do not understand something, there is a tendency to shy away from it. This can be the reason why someone joins as a Customer rather than an Advocate with EcoForce Global. There is a common mindset for people who may never have been in business, that '*people lose money in business*'. This has been the case for some people, yet not for everyone. It is all about being in the *right* business and learning how to manage their income effectively. EcoForce Global offers a unique opportunity to be in business with minimum risk, yet maximum results – not just financial. The truth is more people lose money or have limited wealth creation opportunities who are *not* in business. 'Most people think they want more money than they really do, and they settle for a lot less than they could get.' - Earl Nightingale, author of '*Think and Grow Rich*'. Robert Kiyosaki, author of the '*Cashflow Quadrant*' explains that 95% of wealth is generated by those in business, as opposed to just 5% of wealth created by those in a job.

Therefore, for some prospects the approach may be rather than mentioning the word 'business', focus on the EcoForce Global Mission and the generous Advocate Rewards Program. Ultimately, we are a Rewards Program, and we focus on that – the rewards *are* there for those who do the work and *thank you gifts* are paid on behalf of the planet to *reward* active Advocates.

Should the prospect be agreeable to hosting an event, simply suggest they get a few people together at their place for you to 'present the EcoForce Opportunity'. You are focusing more on the idea of a 'social event' (or Tree Party) where you will be sharing information, rather than hosting a 'business event' where some people may shy away from. Our mission is simple – it is all about planting trees together with sustainable processes that support the health of our planet. We need people join us on this mission, and we reward them by doing so through our generous Advocate Rewards Program. Should your Host be yet to register, inform them upfront that should anyone choose to purchase trees at their Tree Party, they can benefit by getting paid '*Thank You*' rewards from EcoForce Global. To do so they simply will need to register as an Advocate and make their own tree purchase for others to register or purchase trees under them. Should they not wish to do so, then all tree purchases and registrations will go directly under you.

Often it is here where people suddenly see how simple this 'business' is. Should they be happy to do so, then go from there, walking them through the process. We encourage you to focus on the EcoForce Global Advocate Rewards Program rather than referring to what you do as 'being in business'. This is not to mislead, rather to help others understand how simple and uncomplicated this Opportunity is. Where any rewards are paid in direct proportion to how much they are helping the planet, as this is a more accurate explanation of the activities we do and promote.

Some people are happy to host a Presentation for their friends and let you present to them, simply to help you. They may have no desire to become an Advocate, however many will often become a Customer as our mission is simple yet profound and affects us all. This is another way of finding people who may want to join your Team that you may not know personally.

"The moment you commit and quit holding back, all sorts of unforeseen incidents, meetings and material assistance, will rise up to help you."

Food for thought ... For some Advocates, should you place others under them, it may create a situation where they expect you to build their business for them, and they step away from their responsibility to grow their own Team. Be clear in your communication with them that you are doing this to help them – you are responsible to them, not responsible for them. They need to look after all Advocates in their Team and treat them as if they registered them personally, otherwise we suggest you placing them with a different Advocate who will do the right thing by this new Advocate, and you. If the Advocate joined you to build a business with the right intentions, they will see this as a gift to help them. This does not replace their personal recruitment activities, or their personal accountability to their Team.

◆ Legal Stuff

With any business, to maintain the integrity of how operations are executed, there needs to be confines in place so people can operate freely within those boundaries. This includes what they can and cannot do. We live in a world, where legal requirements are necessary. Love it or not, these are in place for the protection of each Advocate and their individual businesses and for the host company involved. As EcoForce Global is an international company, it is all about longevity and protecting such for all involved in whatever country EcoForce Global operates within. We encourage each Advocate to familiarise themselves with all matters pertaining to how they operate as an EcoForce Global Advocate and to abide by corporate requests.

◆ Taking Your Business from good to GREAT

Take ownership of Your Business. Make it your passion to take an active interest in Your entire Front Line, keep in regular communication with each of them, and where they are at. We also suggest you meet regularly for encouragement and team support. This may simply be watching a relevant movie together such as *'Kiss the Gound'* or unpacking a Module of your EcoMastery Success Program together. This is important as it builds unity, deepens belief, and supports momentum – especially for new Advocates who may have just joined your Team. Make note of what their personal goals are, what they want from EcoForce Global, and their reason for joining in the first place. Invite them to attend events and to join

weekly webinars – this gets them involved and they will feel valued. Treat them as real people, not simply a number in your business. We live in a world where being treated as a real person is rare. **Remember, if you want results that others are not getting, be prepared to do what others are not prepared to do.** This is a fundamental discipline and secret to your success with EcoForce Global.

“People don’t care how much you know, until they know how much you care.”

Forget the money truck – focus on your people! Keep the EcoForce Global Mission to plant billions of trees to heal the planet, and your Team who are contributing to this vision, as the epicenter of all you do. If you run your business with passion, put people first and aim to be the best at what you do, then the financial rewards will flow to you in rivers of abundance! You are paid in direct proportion to the level of service you provide. By aiming to give unexpected remarkable service, you will enjoy this business far more, and your people will value you more ... and your rewards will reflect such.

◆ Supporting Leaderships within your Organisation

Over time, Advocates who are upcoming Leaders that are in other levels below you, may indicate they would like personal assistance from you to build their business. *How do I deal with this?*

There will be times you will need to step in to provide support and advice to an Advocate who may be many levels deep within your organisation. This may be because the Referring Advocate may be away or there may be some other legitimate reason. However, we suggest you exercise wisdom and discernment here.

Some people may prefer you as their coach. They may see you as more successful than their Referring Advocate and may not have the same level of respect yet for their Referring Advocate. However, as your time is valuable, you want to reserve your time for your key leaders, or you will exhaust yourself, and your business will suffer as a result. No one was created to be all things to all people. Always refer them to their Referring Advocate to edify their Referring Advocate – especially if they are in a different organisation to yours. Should they be in your organisation, if possible, work with both them and their Referring Advocate together. This edifies and empowers the Referring Advocate and puts boundaries in place for those in any Level seeking you for guidance over their Referring Advocate. This is a behaviour you want to promote within your organisation – to always contact their Referring Advocate first.

You need to manage this respectfully as you do not want to come across as aloof or unapproachable demonstrating a ‘no care’ attitude. In addition, should you step in over a Referring Advocate’s responsibility, you may rob the Referring Advocate of the opportunity to grow and become the leader they need to be, and often desire to become. When ego gets in the way, this can create a culture where an individual wants everyone to come to them for advice, yet this controlling behaviour undermines the duplication of the organisation. This is not healthy leadership, rather control. Control will hinder growth. Your goal is to edify and build up each Advocate to position them as the leader they need to be to develop their own business. When we focus on growing people, we grow our business.

In many ways, you are building your Advocates to become great leaders so you can become redundant ... and they in turn are doing the same. Here is where your business continues to grow without you, and this reflects strong leadership. You want to be able to take holidays and have the freedom to enjoy the things and those closest to you without having your phone ringing constantly because no one can perform with you. Great leadership leads the way, shows the way, educates, equips, empowers, and releases by getting out of the way.

You cannot be there for everyone, nor do you want to. That is not a wise approach to operate your business, especially should you desire to create time freedom. Your leaders are on a journey to become great leaders, so empower and equip them to become such. You cannot build this business effectively on your own.

"It takes team work to make the dream work."

You may learn of an Advocate in your organisation, who is not actively building a business, nor wants to, and they are not prepared to invest the time and provide the support to their active Advocates who are keen to grow their Teams. *How do I manage this?*

Not all Advocates in your organisation will become effective Leaders, and it is important to recognise this fact. We cannot make anyone do or become anything – ultimately, who we are and who we become, is the result of the conscious efforts and proactive steps we personally take to become all we were created to be. Should an Advocate who is keen to build a business approach you for help because their Referring Advocate is not actively building a business themselves, or there may be other genuine reasons of disconnect with the Referring Advocate, simply be in communication with the Referring Advocate. To do the right thing by the Referring Advocate, let them know that you will be helping one of their team to get them established. Generally, they will be happy for you to do the work for them. This way you can provide the guidance and support the Advocate needs with the Referring Advocate's consent, or you may lose that Advocate all together.

Being open and transparent with your communication is a matter of integrity and courtesy toward the Referring Advocate and assists to avoid any possible conflict or misunderstanding. As a directive, no upline should assume to contact any other Level in their organisation apart from their immediate personally referred Advocates, without permission from the immediate Referring Advocate. At the end of the day, everyone benefits, including the Referring Advocate, so it is important to share the benefits to all, rather than focusing on petty issues.

There will be times you will need to step in to provide support and advice to others in your organisation who are not directly under you. This may be because the Referring Advocate may be away or there may be some other legitimate reason. We simply suggest you exercise wisdom and discernment here.

Ideally you want the Referring Advocate to take responsibility for their own team. It is all about duplication, ownership and being professional. However, things do not always go to plan. When recruiting Advocates, it is important you seek out leaders, or potential leaders, in your personally referred Advocates who will take ownership of their own organisation as you have done. Such leaders are worth their weight in gold, so look after them, encourage, equip, empower, and support them every way you can.

◆ Extra Mile Tips to make Your Team feel VALUED

*It is the little things in life that we soon learn were not that little at all,
so why not create your own culture by going over and above in how you do business?*

☑ Nurture them. When you personally register an Advocate into your organisation or sell to a Customer, remember that they are part of your organisation, so think of ways to make their experience that extra bit special. Be remarkable – worthy of a remark.

*Have them say 'WOW' about Your Service,
and they will never say 'ouch' about their purchase.*

Everything you do, do it in such a way it creates a sense of them feeling valued. After all, they are! This also encourages them to stay with you long term. Ensure that whatever you do is duplicatable and not over the top.

☑ Invest in Inspirational Cards at your local newsagency or card shop that you can have on hand as part of recognition for your Team. (Keep all receipts for taxation purposes.) Random cards or notes sent in the post with encouraging words or recognition of one's contribution do wonders for the soul and build unity. (We suggest you purchase cards printed on recycled paper.)

☑ Send an Inspiring Card or Welcome Letter to each new Advocate, congratulating them on their decision and that you are here for them. If your handwriting is neat enough, this makes it more personal. Personalise your letters so they do not come across as a 'standard letter' and always sign your name. By writing the name and address by hand of the Advocate on the envelope, studies reveal that we value a handwritten letter over one that is not, and we often open those ones first!

*"Let us not be content to wait and see what will happen,
rather, let us have the determination to make right things happen!"*

☑ For Your New Advocates, you may wish to include a Vehicle Logbook with Your Welcome Letter/Card. This is something people often procrastinate in purchasing, especially if they have never used one before. It also lets them know that they can attract the same taxation benefits as a traditional business, and you are here for them. This is also duplicatable for Your Team to do the same for their Teams, and postage is minimal.

☑ Include more information on EcoForce Global and what is in it for them. There is so much more to EcoForce Global than just planting trees. So, to ensure your Team is on the 'same page' and duplicating what you want them to duplicate, let them know what all that EcoForce Global is involved in, what they are now part of, and that we are here for them ... and the planet. When Advocates see the bigger picture of what EcoForce is doing with Programs such as Regenerative Agriculture and working with Farmers, this builds layers of belief in what they are now part of. Even for those who are Customers, it sows the seed that should they ever decide to become an Advocate, everything is already in place for them to be a success. The simpler you can make their success journey possible - the more success you too will achieve. EcoForce Global covers it all.

✓ When registering Advocates who are keen to build a strong organisation, recommend they also invest time to walk through the **EcoMastery Success Program** once registered. This is a two-part Package; EcoForce Global is their **vehicle**, and the EcoMastery Success Program is their **education**. The EcoMastery Success Program has been developed exclusively for EcoForce Global Advocates to assist them to achieve the success they desire with this unique Opportunity. This is the perfect time for You as their Referring Advocate to walk them through the Program and get the ball rolling, for the longer they leave it, the higher the chance of them never completing the Program. Every Advocate who desires to build a solid business with EcoForce Global should complete the EcoMastery Success Program. This positions every Advocate for success and makes your job easier to lead and manage Your Team. There is a lot of gold in this Program – think of it as super booster fertilizer for your business, and theirs.

The **EcoMastery Success Program** is all about getting the right foundations and mindsets in place to prepare for success in this profession. It can easily be completed in a week; however, it is more important for each Advocate to take their time to learn and apply the wisdom in each Module of the EcoMastery Success Program. This is much faster than earning a degree, and the best preparation to get the education they need to create an income most only dream of.

✓ A suggestion is to give each Advocate a **goal to complete each Module** of the EcoMastery Success Program over an **agreed timeframe**, then have a **catch up to review** each Module with your Advocate. This is a powerful process, that if duplicated within your entire Team, you will meet with unprecedented success in unexpected timeframes. Keep up to date with **EcoForce Training Events** which often unpack various Modules of the EcoMastery Success Program that you and your Advocates can tap into and participate in. This business is to be enjoyed, not endured. As one of our Core Values is Fun, ensure you engage your Advocates in a fun and engaging way which paves the way to grow and learn together.

Should an Advocate show little interest in the Program, this often reflects their level of commitment or an indication of their level of belief at this time. This is a good thing for you to know. You may have a conversation with them to learn where they are at, what they really want to achieve with the EcoForce Global Opportunity, and to share more on the relevance and benefits of the Program for them to achieve their goals. Respect that for some people, it takes time to build belief, so simply encourage these Advocates to attend events, webinars, and drip feed them information that supports the vision of EcoForce Global, and what is in it for them. These all help to build their personal belief. When they are ready, they will often show this by their actions. You want to learn who is passionate and who is not, so you know who to invest your time and energy in, also to know how best to support each Advocate. Never assume every Advocate is on the same page as you. This Opportunity sorts people out in due course – you are looking to work with those who are ready to do what it takes, and their actions always speak louder than their words. Anyone can do this, yet not everyone will. You want to find out early the level of commitment, because uncommitted people will let you down. People need to impress you, just as much as you need to impress them ... it works both ways.

✓ In your diary, smart phone, computer, or preferred device, for each Advocate you personally have registered, set an **annual reminder** for their **Registration Date** with EcoForce Global. You may choose to send them an eCard or message on their anniversary date,

reminding them of the greater mission they are part of and recognising their contribution over the past 12 months. We often get Birthday and Christmas Cards from many people; however, they will only get *one* Anniversary Card or message every year from you. This can be super special if done in a thoughtful way. Chances are, their current Tree Club Payment Plan has also completed, so this is the perfect time to discuss with your Advocates what their next Tree Club purchase will be for the next 12 months. This is something that all your Advocates can do for their Teams.

✔ When Advocates in Your Team achieve a new rank/level as per the EcoForce Global Advocates Reward Program, ensure you celebrate, reward, and congratulate them – ideally publicly. This not only acknowledges their achievement, it is also an encouragement for them and other Advocates. For Advocates achieving a new rank under new Advocates in your Team that may not yet be prepared to provide this recognition to their own Advocates, we suggest you lead the way here as you may have to manage this on their behalf until they are up to speed. You do this by including them in this process, so they become present to the importance and significance of Reward and Recognition as part of what we do at EcoForce Global. Have your Advocate do the presenting of the recognition/award to their own Advocates, with you there to support them. Generally, once they have done this, they are ready to manage this on their own moving forward. Recognition is powerful for encouragement and remember that encouragement is oxygen for the soul if done sincerely. Decide in advance what you will award for different Levels of achievement, and ideally have these ready to present or dispatch. This may simply be a Certificate at lower levels, and possibly a trophy at higher levels. Keep this consistent for everyone. You want to be fair and professional ... and duplicatable. Public recognition often is the fuel that inspires others to achieve the next rank above them. (Refer to the Module on *Reward and Recognition* in your EcoMastery Success Program.)

◆ Let us unpack a few thoughts and myths

As the EcoForce Global Advocate Rewards Program is more affordable than other traditional business models to commence business operations with, there is a tendency for people to perceive this Opportunity more as a hobby or a once-off purchase in trees to ‘do their bit’ to help save the planet, rather than seeing it for what it really is, a profession. What you have in your hands is a powerful vehicle to create financial freedom while helping to heal and restore balance to the planet – what a great and honorable profession to be in! You are offering a lifestyle change. This is a powerful Opportunity you have to offer to share with someone else, especially in a very uncertain world.

It all comes down to how this Opportunity was Presented and Communicated.

There is wisdom to finding out exactly WHY a person is buying trees and WHAT they hope to achieve with their involvement with EcoForce Global. YOU need to be clear on the difference between those joining simply to purchase a few trees as a Customer, and those who are serious about creating a passive income as an Advocate. This will greatly impact HOW you guide them as they Get Started in this Opportunity and with you.

The reason we showcase the whole Opportunity with EcoForce, is so anyone can see all that is on offer, and they can select the best Option that works for them. They decide if this is for them or not. You have an obligation to let them know the facts, and they will respect you for

that. As YOU invited them into Your Business, YOUR integrity is on the line here. By being open, up front, honest and transparent is a reflection ultimately of your integrity and professionalism. You want people to join you for the RIGHT reasons, and not feel used or pressured in any way.

◆ How can I discover those Advocates who are serious about creating an income from the EcoForce Global Opportunity?

Simply give them the opportunity to demonstrate their commitment through their actions. If they show up to events, commence the EcoMastery Success Program, ask many questions, and start inviting others to join – these are all great indications they are ready and serious about making this work for them. Anyone can do this, however not everyone will. Every professional in any field knows, that anyone desiring to be great at their profession, must be prepared to invest in the coaching and specialised education for their profession, and show up. Then they must practice, practice, practice to perfect their profession to be considered a professional. Ultimately, their personal results and subsequent success reflect this.

However, it does not mean if someone does not commence the EcoForce Success Program immediately or show up to every event, that they will not build a business, so do not pre-judge them. As mentioned previously, it may be the timing for them or a reflection of their level of belief – both you can help with.

For each Advocate, their commitment and reason for doing this, is often reflected by their own personal belief and the actions they take. This includes their belief in themselves, in you, your integrity to do the right thing by them, and their belief in the Opportunity.

*Life is not about winning the race;
it is about finishing the race and how many people we can help finish that race!*

◆ Personal Development Events and Seminars

In life, there is a saying that goes ... ‘we don’t know what we don’t know.’ When anyone goes on a journey, they will always be confronted with many opportunities to learn. *We are either green and growing, or ripe and rotting.* Choose to always learn – even from the most challenging of events that life may throw at you. Growth is one of our Core Values – in more ways than just one. Personal Development programs and resources are a great tool that we encourage all Advocates to participate in to assist them on their journey with this Opportunity to move forward. A person’s income rarely exceeds their level of personal development. Many would agree that great success is only achieved through personal growth – every situation in life we go through, good, and bad, there are always lessons we can learn from it ... if we choose to look for such. Do not remain ‘stuck’ in a negative experience. Learn from it and move on. Pigs wallow in mud, not you. We were designed to soar like eagles – not squabble with turkeys. Personal development supports you to make wise decisions and healthy choices to move forward.

There is often so much gold to glean from Personal Development resources and events that will provide you with the ‘tools’ to navigate challenges, and to acquire empowering mindsets for a healthier, happier, and more productive life. *If the only tool in your toolbox is a hammer – you will see everything as a nail.* Having the right ‘tools’ in your ‘toolbox’ to choose from,

equips you to have the wisdom and mindsets to find solutions to often challenging situations that you will face – in this journey, in life, and in all your relationships. At EcoForce Global, we have many relevant Personal Development Resources that we encourage you to participate in. These include books, seminars, events, webinars, and other means of communication. We have selected these carefully as they each have multiple benefits to all Advocates to help grow and develop their organisations – and themselves.

Following are a few points of advice on how to get the best from any Personal Development. This includes choosing what is best for you, and your Team, and when to access such to grow yourself and your organisation.

Firstly, learn HOW to do this business. For any profession, it does not matter how much personal development someone invests in, unless they know HOW to do what they need to do, the application of any personal development will be of little to no assistance. Your EcoMastery Success Program teaches you the 'how'. Learning how to be great at this profession opens the door of opportunity for you – investing in personal development keeps the door open. Both combined are the lamp to your feet and the light to your path, so you can take the right steps toward achieving the success you desire and to become all you were created to become. **The most important step is action.**

Imagine a person hoping to become a brain surgeon and all they invested in were personal development resources. This may provide them with the ability to stay calm and have the right attitude while attempting to carry out the surgery, yet if they have never invested in the education to learn *how* to become a brain surgeon, I doubt you will feel confident having them operate on you.

Growing your organisation and investing in personal development is a two-part process ... you need both. It will be challenging to achieve the success you desire with this Opportunity without taking the time to invest in HOW to do this profession well and investing in relevant personal development to support you along the journey. As you commence on this journey, you will discover areas where you may need help. At these times is where your investment in personal development is going to be the most relevant to you. Sadly, many people give up on many things in life, that if they simply took the time to learn a few things and develop a few healthy mindsets, they may have succeeded. **Personal development turns roadblocks into speed humps.**

The potential trap of Personal Development Events. Often someone will get a taste of the energy and the 'high' they get from attending Personal Development Events and be left wanting more. This is not always a bad thing as it can be the catalyst for someone to take the action they may be yet to take. Events also provide the injection of motivation to keep going – we all need that from time to time. However, for some people, events can become like a drug. They get addicted to the highs of attending an event, yet when they return home, they are confronted with their reality which can be depressing. The roller-coaster of emotions finds them focused on the next event, rather than focusing on their business. Unless they take the required action and apply what was taught, some people only look for the next event to get the 'high' they experienced before. This behaviour will harm their business growth, rather than support such. We have seen people literally invest thousands of dollars to attend events, only to go into significant debt as a result, with nothing to show but a deficit bank account.

We therefore encourage you to keep yourself in check. Choose your events wisely – talk to your Referring Advocate to learn what events may be best for you. Although all events have their value, should you not have the funds to attend a specific event, either save for a future event or maybe make it your goal to create enough income from your organisation to pay for it. Alternatively look for a more affordable event. Going into debt to attend an event is not a wise practice. Not all events require a significant investment to attend. There is much personal development material available for free on the internet, or for a minimal investment – such as a book or online program, that may provide you with the answers you are searching for. Ensure you apply what you learnt from every personal development event you attend to avoid becoming an ‘event junkie.’

Personal Development is an investment in you. As with any investment, it is all about the **return on the investment** that makes the investment worth it. Following are 2 great habits to help you get the most from your investment into Personal Development Events.

1. **Make it your habit to monetise every event.** What this means is that you **apply** what you have learnt from each event to **generate income** from activity within your organisation to justify attending the event. This is your return on your investment. This may also apply to pay for a future event that comes with a significant price tag. We value anything more when we have worked to pay for it out of a position of surplus, rather than having to work harder to pay it off from a place of debt. In essence, **act** on what you learn from an event to get the most from the event – any great feelings you experience as part of the event are a bonus, not the focus.
2. **Make it your habit to create a budget every month.** Among other things that your income needs to cover, decide on an amount in your budget on what you will spend on personal development events and stick to it. This will keep yourself accountable to only attend events that fit into your budget, and to avoid being lured by high ticketed events and going into debt. We suggest you do this monthly, because with this Opportunity, you want to see your income increase each month as you grow your organisation.

By embracing these habits, this will ensure you get the most from every event you attend, **because knowledge without action is worthless.**

In the Module on *Belief* in your EcoMastery Success Program, there is a powerful story that took place in a jewellery store with a lady who would only sell items that were \$300 or less. She had learnt how to sell, and she also knew all about jewellery, however, it was only when she was confronted with her limiting mindset around selling more expensive items that she realised that she needed help. After taking on some relevant personal development which exposed her need to unlearn a few limiting beliefs, then by putting into action what she learnt from the personal development, it was at this point that she got the breakthrough she needed. Her sales rocketed as a result. She was just at ease selling an item for \$40,000, as she was selling an item for \$300. Her world changed and success followed because she applied the wisdom from the personal development that she had invested in, and she was prepared to take the necessary action to achieve the results that she was always capable of achieving however had yet to do so up until this point. **This is an example where applying what you know, together with identifying what you don't know, and then investing in personal development to get the breakthrough needed to go from good to great!**

◆ 3 Tips on guiding a new Advocate to help them get started

Once you know an Advocate is keen to build an organisation, spread the word and earn an income from the EcoForce Global Opportunity, then the following 3 tips will assist you to guide them how best to get started, and point them in the right direction.

1. Schedule a time with your Advocate to complete a tailored **Game Plan** with them. This confirms their decision to be with EcoForce Global and provides them with a road map to follow. A motivation for many Advocates, is to create an income from the EcoForce Global **Advocate Rewards Program**, so promoting the **EcoGOLD Program** is a must. Not everyone can afford to buy a forest for their first order, and nor do they need to. The money is not made by personally buying trees alone, it is all about what they can create by sharing this Opportunity with others so they too can also purchase trees to help heal the planet. Use the Module 1.4 'Getting Started' from your EcoMastery Success Program and ensure all your Advocates are following the 5 Steps as detailed. When an Advocate reaches a level where they get the trees that they have personally paid for paid back to them, this is an exciting first goal to aim for. In business, this is called break-even - any amount above this is profit. No supermarket has ever presented the opportunity to have all our groceries paid for every month by the supermarket, simply by inviting others to shop at the same place we do. Nor do they give you a luxury car or million-dollar home when you promote to others. EcoForce does. When an Advocate starts to earn a few hundred dollars each month, often this is a revelation of what is possible by taking more action to create the income they desire, to do things that previously may have only been a dream for them. Enjoy their journey with them.

2. Should an Advocate be serious about building a large organisation which equates to creating a career income, the **EcoMastery Success Program** is their roadmap to success. Otherwise, it is like being given a Ferrari yet never getting out of first gear because the driver never read the instructions. Just as someone may go to university or to a college to get the specialised training prior to working in that profession to earn an income, then, if someone is serious about becoming financially free with the EcoForce Global Opportunity, then they need to be prepared to invest in their own education to build a strong organisation to create the income possible. The EcoMastery Success Program was created for YOU and YOUR Success, providing you with the specialist education required to achieve all that is possible with the EcoForce Global Opportunity.

The **EcoMastery Success Program** and the **EcoForce Global Dream Academy** provide any Advocate who is serious about creating a career income, the proper tuition, education, support, and coaching. This includes how to build their organisation strategically and intelligently. By having everyone in Your Team on the same page and with the same Program, is powerful and important if you want to achieve duplication within your organisation. This is BIG PICTURE thinking, so start with the end in mind.

3. After completing the education from the EcoMastery Success Program and applying the wisdom contained by taking the necessary action, investing in **personal development** is paramount for each Advocate. Especially as Advocates are at the coalface of this Opportunity, it is the gold gleaned from personal development that provides the mental stamina, determination, and tools to apply to their education, their organisation, and their teams, that will pave the way forward for an exciting future.

Robert Kiyosaki details in his book, the 'Cash flow Quadrant', advises that to really position oneself as a business owner or investor, you need a powerful vehicle AND the specialised education to run that vehicle. For us, our powerful vehicle is EcoForce Global, and our specialised education is the EcoMastery Success Program. You have everything you need to create all you need to with this unique Opportunity ... time to get cracking!



Wrap Up

Keep in mind that when an Advocate is registering with you, this is a significant event and time for that person. Remember, it is not about you, rather it is all about their success that ultimately determines your success. So be present to what this means for that person and support them in their decision.

Decide to serve and hold yourself accountable to that person. Make the decision to be the BEST at what you do. As this is a people business, that means being totally professional and accountable to your Team. This is for many a leap of faith to back themselves to take control of their future and career. So be prepared to back them until they can operate on their own. Let them know you are here for them by your words, yet more importantly, by your actions.

"Great leaders lead great organisations."

At the end of the day, this is your organisation within the EcoForce Global Community. How your organisation grows reflects who you are being and who you are. We all value customer service in any traditional business. Today, great customer service is uncommon. So be proactive to provide great, unexpected customer service to your team. Look after them and make them feel special. If they have a request, ensure you are prompt to get back to them - next week is far too long for any business, and a week is a long time in this profession. Such behaviour is the reflection of a tardy business owner who really is not interested in their team, and their results will reflect this over time.

If you do not know the answer to a question from someone in your personally referred Advocates, make it your business to find out for them. If your Referring Advocate cannot help you, contact EcoForce Global.

◆ **In all things, be professional**

Aim to do the right thing from day one. In life, we all make mistakes and stuff up. However, take a sincere interest in all your team and encourage your leaders to do the same. Often people will stick by you through thick and thin if they know your heart, and your actions back up your words.

◆ **This Opportunity is all about people**

If we take out all the people from any business or organisation on the planet, you would just have a whole lot of empty buildings. People make the dream work. Therefore, learn to work with people from diverse backgrounds and cultures - your success depends on it.

As with any business, to find great people takes time, so look after them. It is one thing to attract great Advocates, it is another to keep them. *If you do not look after your team; someone else will.* Should you lose a great Advocate to another company or opportunity because the support they needed was lacking from you, this can be a painful lesson to learn. You want to embrace non-negotiable behaviours that support and nurture your team to keep them connected. Your personal success depends on it. *You cannot build a secure house if you keep losing the foundation stones.*

This is certainly by far, possibly the best Opportunity available on the planet – for you and for the planet. It promises so much for all, and your success is always a reflection of who you are being, and what you have invested into the lives of those who make up your organisation. You are on your way to becoming a successful EcoForce Global Advocate with one of the greatest international opportunities on the planet! **Your success starts with You.**

Enjoy the journey and make excellence in everything a non-negotiable standard.



◆ KEY SUCCESS POINTS

your personal review

1. What are the **benefits** of following up with every new Advocate when they register?

2.
 - a) What are the benefits of the **EcoGOLD Program**?
 - b) What **Level** of the EcoGOLD Program would like you to achieve most?
 - c) What should **every Advocate do** in the next 90 Days if they want to participate in the EcoGOLD Program? (Refer to the Advocate Portal on the EcoForce website)

3. Explain what it means to **'nurture'** a new Advocate in your Team

4. Explain what **leverage** is and how this applies to your EcoForce Global income

5. What are the benefits of **promoting unity** within your organisation?

6. When it comes to promoting Tree Clubs to a new Advocate or Customer, should someone decide to purchase the 17 Tree Club on the Payment Plan, **how much** does this work out to **each week and each day**?

7. When would you **register** someone as a Customer?

8. What is the **difference** between a Customer and an Advocate in your business?

9. a) Why would you **place** either a new Advocate or Customer under someone else
b) In your organisation? What are the **benefits**?
c) What are the **possible challenges**?

10. Why would you **invite** a Customer to an EcoForce Event?

11. Why would you **record the date** someone registers as an Advocate and set as an annual reminder?

12. What should we **discuss** with each Advocate on the anniversary of their EcoForce registration?

13. Leverage is one benefit of the income you can create from EcoForce Global. What are the **other 3 benefits** of your EcoForce income that is unlike a traditional income from a job?

14. What are the **benefits** of hosting an EcoForce Tree Party?

15. What are the **benefits** of completing the EcoMastery Success Program?

16. How can we **support** a new Advocate to cover the EcoMastery Success Program?

17. Should an Advocate **not be taking** any action with this Opportunity;
a) **What** does this suggest?
b) **How** best should you support that Advocate?

18. What is the **value** of investing in Personal Development?
19. What are the ideal **2 habits** with regards to attending Personal Development Events?
20. When should an Advocate **seek** to participate in personal development?
21. What are the **3 tips** to guiding an Advocate who is keen to create a career income from the EcoForce Global Opportunity to point them in the right direction?
22. What is it about the EcoForce Global Opportunity that is **most important** to you?
23. What **excites** you most about the EcoForce Global Opportunity?
24. What do you hope to **achieve** with the Advocate Rewards Program?
25. What is one dream you have that you have **yet to achieve** in life that this Opportunity could make a reality for you?
26. How soon do **you believe** you can achieve this? Write a **date**.
27. What needs to **happen** for you to achieve this by this date?
28. How would you **feel** once you have achieved this goal?
29. How would you plan to **celebrate** this achievement?

30. How **many people** are you going to share this Opportunity with in the **next 7 days**?
31. **Share** this number with your Referring Advocate to hold you accountable to this and discuss **how** you will make this happen.
32. What are the **5 key points** that you took most from this Module?