

# New IBO

» TRAINING RESOURCES FOR NEW IBOs AND TEAM LEADERS

## Register for Training

Call our training staff  
(952) 496-4286

Register online  
www.conklin.com

Fax in registration  
(952) 496-4280

New training programs  
and dates added often

See our Website's  
training schedule  
under **Events**

## Connect to Conference Calls

Dial Conference line  
(620) 294-3000  
Input passcode **9359**  
then press the # key

## Welcome new IBO!

The training staff at Conklin is excited about your new Conklin business— because our purpose is to help you build the business of your dreams.

We provide our IBOs with exceptional training, distilled from work in the field with thousands of IBOs and many years of business success.

Designed to streamline your startup and accelerate your advancement, Conklin Training- with your efforts- will take you as far as you want to go.

### Conklin Training focuses on income-earning activities

You'll begin to generate the part-time or full-time income you want once you become a Team Leader. To get there, you'll need to emphasize three key activities:

- **Promoting Products**
- **Sponsoring People**
- **Developing your Business**

When you work at these activities consistently over time, you will build a business to be proud of and one that can generate residual income.

Three Ways to Build Your Business	Promoting Products	Sponsoring People	Developing Business
<b>Where can I learn more about each activity?</b>  <a href="http://www.conklin.com">www.conklin.com</a>	<b>Product Training</b> <ul style="list-style-type: none"> <li>• Product training conference calls</li> <li>• Nationwide product expos, technical training and showcases</li> </ul>	<b>Sponsoring and Team Building</b> <ul style="list-style-type: none"> <li>• Team builder conference calls</li> <li>• Sponsor support</li> <li>• Three-way calls</li> </ul>	<b>Business Development Training</b> <ul style="list-style-type: none"> <li>• Corporate Training</li> <li>• National Convention</li> <li>• Leadership Conference</li> <li>• Sponsor Support</li> </ul>
<b>What will I learn that will help me earn?</b>	<ul style="list-style-type: none"> <li>• How to use and promote Conklin products</li> <li>• How to run your Conklin "store"</li> </ul>	<ul style="list-style-type: none"> <li>• How to sponsor</li> <li>• How to train and mentor your IBOs</li> </ul>	<ul style="list-style-type: none"> <li>• Leadership Skills</li> <li>• How to plan your business growth</li> </ul>
<b>When is the best time to attend training for this information?</b>	All new IBOs should attend the next available Corporate Training which includes a recap of products by division.	Learn the basic skills of sponsoring as soon as possible to jump start growth.	For new IBOs, prompt attendance at Corporate Training will get you started right with the important business basics.

### Conference calls are designed for busy people—like you.

Getting comfortable talking about your new business will be much easier when you tap into Conklin's conference calls.

### Convenient

Valuable training is just a phone call away. Conklin delivers world-class product and business training to you at home.

### Brief

Our conference calls are only 30-60 minutes long.

### Frequent

Stay up to date on Conklin products and successful sponsoring every week—without leaving home.

### Economical

The training is FREE. You pay only for the call.

## SEQUENCE OF CONKLIN BUSINESS DEVELOPMENT TRAINING

**CONKLIN**<sup>®</sup>  
551 Valley Park Drive  
Shakopee, MN 55379

NEW IBO/TEAM LEADER	SALES MANAGER	DISTRICT MANAGER	DIRECTOR UNIVERSITY
Corporate Training	Successful Sales Manager	Back to Basics	Back to Basics
National Convention	National Convention	National Convention	National Convention
	Leadership Conference	Leadership Conference	Leadership Conference

“...Corporate Training is a must to jump start your Conklin Business. Don't miss it! You'll get a true feeling of what Conklin can really offer you.”

Jerry & Margaret Jones, Cookeville, Tenn.



## PRODUCT TRAINING

### REGIONAL PRODUCT TRAINING PROGRAMS

Frequent training brings Conklin product experts to key regions around America.

Sponsored by Directors, this training focuses on a single product line. As a result, you'll gain essential product knowledge and business-building information specific to that product line.

In-depth training from Conklin product experts will get your business started on solid ground.

### PRODUCT DIVISION CONFERENCE CALLS

You'll have abundant opportunities to learn about Conklin products by dialing in to conference calls held throughout the month. Each call highlights products from one of our six Conklin divisions.

#### What will you learn?

- Ideas to generate income with specific products
- Early announcements of new and updated products.
- Exciting product testimonials to share with your prospects and customers.

## SPONSORING & TEAM BUILDING

### TEAM BUILDERS

#### Monthly Conference Call

If your goal is long-term, residual income, you'll want to join this conference call and glean all the information you can. You'll learn:

- Time-tested ways to qualify prospects and train IBOs
- Important ideas for personal productivity and development

#### Who should take part in the Business Opportunity and Team Builders Calls?

All IBOs and managers will want to bring their prospects to the Business Opportunity Presentation and join the Team Builders Call.

## BUSINESS DEVELOPMENT

Offered in sequence, Business Development Training prepares you for each management level that you achieve - from IBO to Director.

Along with National Convention and Leadership Conference, Business Development Training provides essential, level-specific information that you need early in the game- which would take you years to acquire on the job.

### CORPORATE TRAINING

Attendance at Corporate Training is a priority for all new IBOs and will make a major difference in your business. Corporate Training is scheduled regularly throughout the year.

#### Who should participate?

Every new IBO.

#### What role should a new IBOs sponsor play?

Strongly encourage all of your new IBOs to attend Corporate Training at their earliest opportunity.

### DAY ONE

Day one features key products from each division. You'll discover why industry experts consider Conklin products the "gold standard" and around which thousands of IBOs are proud to build their businesses.

### DAY TWO

After this day of business building essentials, you'll know how to get started the minute you get home.

#### What will you earn?

- How our compensation plan rewards your efforts
- The nuts and bolts of relationship marketing
- Which products are today's best sellers, how to use them and promote them.

You'll also get acquainted with other new IBOs and key company leaders.

#### What's my next step after Corporate Training?

For those who have sponsored new IBOs, Successful Sales Manager Training gives you the tools to train, mentor and support your growing organization.

### LEARN AT HOME

Dial in to our conference calls for product education, guidance on sponsoring and business building ideas.

Conference line (620) 294-3000.

Input passcode 9359 and press the # key.