

Your Fast Start
Action Plan

The Fast Path to Earning an Income!

“

You don't have to be
great to start,
*but you do have to
start to be great.*

– Zig Ziglar

My sponsor* is _____ phone _____ email _____

My upline leader* is _____ phone _____ email _____

*If you cannot connect with your sponsor to find this information, email support@pawtree.com for help.

Don't Let the Start Be the Thing That **Stops You!**

Here are the top things you'll want to set up **WHILE** you are taking action:



Along the way, there will be skills you'll want to improve. This is why we've created the **pawTree University (pTU)**. You can enroll for free in a variety of courses here:
www.pawtreeuniversity.com



pawtreeuniversity.com

➤ **Get familiar with your Pro Office** (the petPro back office)

Go to **www.backoffice.pawtree.com**, log in with the email and password used during enrollment. Set up tips can be found in pawTree University.

➤ **Set up your MY pawTree App**

Go to the app store on your smart phones and tablets.

Look for this logo:



➤ **Set up your own EZ Ship order**

Do the Pet Profile with your sponsor and set up your own EZ Ship order.



backoffice.pawtree.com

➤ **Set up your own paw pay account**

Go to **www.pawpay.hyperwallet.com/** (or look for the link in the Pro Office under Pro Commissions).



pawpay.hyperwallet.com

Action Now = Fast Start Rewards + Income!

As a Fast Start petPro, you have a one-time opportunity to earn some BIG rewards in addition to earning your first income. **Making this starter list and taking action with each person will get you on track to earning those BIG rewards.** (See the Fast Start Rewards Chart for details.)

Call To Action — Who Do You Know?

- Complete the lists on the next page right away!
Work with your sponsor or leader to help you complete this step.
- Set a time to work with your sponsor and/or upline leader to start contacting the first people on your list.

“

You don't have to see
the whole staircase,
just take the first step.”

– Martin Luther King, Jr.



Customer Building **Fast Start List**

Who do you know who has pets?

10 **EASIEST** people for you to reach out to today

These are the people who first come to mind and are always ready to support you.

1	_____	📞	_____
2	_____	📞	_____
3	_____	📞	_____
4	_____	📞	_____
5	_____	📞	_____
6	_____	📞	_____
7	_____	📞	_____
8	_____	📞	_____
9	_____	📞	_____
10	_____	📞	_____

10 **BEST** people for you to reach out to today

These are the people you know who are always seeking ways to do the best for their pets.

1	_____	📞	_____
2	_____	📞	_____
3	_____	📞	_____
4	_____	📞	_____
5	_____	📞	_____
6	_____	📞	_____
7	_____	📞	_____
8	_____	📞	_____
9	_____	📞	_____
10	_____	📞	_____

“

If you wait until you're ready,
you'll wait forever.”

– Will Rogers

Team Building **Fast Start List**

Who do you know who you would love to do this business with?

10 **EASIEST** people for you to reach out to today

These are the people who first come to mind who are always open to doing things with you. They may be a people person, business minded or just a lot of fun.

1	_____	_____
2	_____	_____
3	_____	_____
4	_____	_____
5	_____	_____

5 **BEST** people for you to reach out today

These are the people who first come to mind who have mentioned a need for more income, more time, more freedom. They may have expressed a desire to pay off debt, take a vacation, etc. They may also be people who might not “need” it, but who are successful entrepreneurs who love the concept of having residual income and multiple income streams.

1	_____	_____
2	_____	_____
3	_____	_____
4	_____	_____
5	_____	_____

“

Inaction breeds doubt and fear.
Action breeds confidence and courage.
If you want to conquer fear,
do not sit home and think about it.
Go out and get busy.”

– Dale Carnegie

Call To Action — Let's Go!

Start Gathering Customers

Who are the first 3 pets you'd like to help?

Set up 3-way meetings (video meeting or face-to-face) to **connect** your sponsor or upline leader with 3 people from your list of people who have pets.

- This is how you can find out what issues you can solve and **share** the solutions pawTree offers.
- During this 3-way conversation, your sponsor or upline leader will help you walk your prospect through the Pet Profile to discover the issues to be solved and then help them decide the best options for them to get started with any or all of the solutions presented.



Start Building a Team

Who are the first 3 people you'd like to work with?

Set up 3-way meetings (video meeting or face-to-face) to **connect** your sponsor or upline leader with those on your list who you would love to do this business with.

- This is how you can find out what issues an additional income might solve for them and **share** the solutions pawTree offers.
- During this conversation, your sponsor or upline leader may help you invite them to an upcoming LIVE Business Overview, or they may do a business overview presentation themselves.

“

A little action often spurs
a lot of *momentum*.”

– Noah Scalin

The Why and How of 3-Way Conversations

Why use 3-way Conversations?

You may be in business for yourself, but you are never by yourself.

Using 3-way conversations let's you...

- **Earn income** while you **learn the products and business**
- **Experience immediate success** by having a more experienced petPro helping you gather customers and team members
- **Feel confident** even if you are unsure of yourself
- **Learn the skills** necessary to empower your new petPros with 3-way conversations in the future
- **Duplicate** what our most successful petPros do to earn top paychecks

How do I have 3-way Conversations?

- If your sponsor is new, they may be learning with you. This is when it's best to reach upline to your leader to support these conversations.
- Have a discussion with your sponsor/leader **right away** to align time availability and expectations.
- Role play with your sponsor/leader to find the words to say that come naturally to you for inviting others to a 3-way conversation.
- Video chats are the BEST so you can share screens and use the website to help with things like completing a pet profile, sharing a presentation, enrolling a new petPro, sharing product stories, and even filling a cart to checkout.
- For conversations where video is not required, popular option is to start a messenger chat and then ask permission to add your sponsor or upline to the conversation. From there the sponsor or upline can determine if it needs to move to a screen-share video platform.

Tips for Starting Conversations

- **Be genuine** — true to yourself
- **Be curious** — Approach people to learn more, not sell more
- **Ask questions like:**
 - Do you have a pet?
 - I love your dog/cat. What's its name?
 - How long have you been together?
 - Have you ever considered a sideline income stream?
- **Share your passion for helping pets and people live their best life**
 - Do you ever worry about your pet?
 - Do you ever wonder if you are doing the best you can for your pet?
 - Does your pet have ongoing issues?
 - Do you ever wish you had a little extra income to [take that dream trip /pay off debt/etc ...]?

At pawTree, we call the process of connecting and sharing with people

Talk, Share, Ask (TSA)

Continue with Focused Action!

1 Talk

Discover the issues.
(pet issues / people issues)

What To Do

1. Talk to everyone who loves pets!
2. Talk about the pet issues chart.

What To Say

*“Tell me about your pet!
Do any of these issues sound familiar?”*

“Have you ever thought about having a stream of sideline income?”

2 Share

Share solutions. (pet product solutions / business solutions)

What To Do

1. Share solutions or the pet profile.
2. Share samples and videos.
3. Share an invitation to a Business Overview presentation.

What To Say

“Of the issues you shared, which one would thrill you the most to solve?”

3 Ask

Help people find the decisions that are right for them.

What To Do

- Ask for the order.
- Ask them to join you.

What To Say

1. Take them to your website and before you help them fill in their shopping cart, ask if they are curious about being a petPro to earn income like you do ...

IF YES ... share the Earn an Income page.

IF NO ... go straight to shopping.

2. Help the customer build an order with seasonings, supplements, treats, and/or food.

3. Help the customer get FREE SHIPPING by setting up an EZ ship order with at least 3 products.

TSA is all about a conversation of discovery, not a sales conversation.

You are discovering how you can make a difference in the lives of pets and their people.

When we approach a TSA conversation with the intention of “selling” something, it comes across in our tone and words as “salesy.” When we approach TSA conversations with the intention of discovering how we can provide solutions to their issues, it feels good to both you and the person you are helping.



Training Tip:

Look for additional “words to say” training in pawTree University (pTU).



The Talk-Share-Ask (TSA) Flow

The key to having successful conversations is to “go with the flow”

Example of the TSA flow for product-focused conversations:

Talk

Ask them about their pets. Use the issues chart to discover how you can help them.



Share

Share the solutions to their issues. *



Ask

Help them come to a decision. This is when they will fill a cart, set up an EZ Ship if desired, and checkout.



Training Tip:

Set up a 3-way conversation with the prospect and your sponsor and/or leader. While on the video chat, have the prospect complete a pet profile online and learn by watching your sponsor/leader walk through sharing the solutions and getting to a decision.

*Sometimes people will share clues that they think pawTree may offer more than solutions for their pet’s issues. Sometimes they give clues that the business is a solution that may be of interest to them. When you hear these clues, remember to share that they can do what you do and ask if they want to take a look at how to get started now. Do this before they fill a cart for checkout, so they can be their own first customer.

Example of the TSA flow for business-focused conversations:

Talk

Talk to people about issues like a desire for more income, more time, more freedom ...



Share

Ask them to “take a look.” Invite them to watch a live pawTree Business Overview* with you OR join you for a 3-way business overview with your sponsor/leader.



Ask

Help them come to a decision

- If the decision is that the business isn’t right at this time, ask about their pets and pick up the TSA conversation flow to identify issues, share solutions and find the decision right for them.

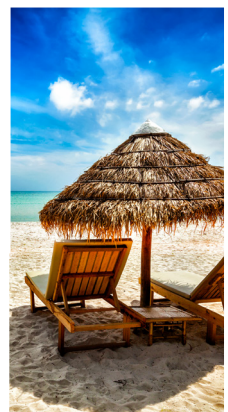
*A pawTree Business Overview (aka – PBO) is a live presentation that shares how pawTree offers solutions to people looking for more income, more time, more freedom, and/or more community. The live presentation times are listed in your Pro Office calendar, and the presenters are seasoned leaders with pawTree®. A PBO can also be done on a 3-way conversation or face-to-face using the PBO PDF found in the petPro library. **Look for a link to the live PBO presentations in your Pro Office Dashboard.**

You've Just Opened Up a Whole New World of **paw-sibilities!**

You said "yes" to the opportunity to start your own business and **change your future.**



think
POSITIVE
feel
POSITIVE
live
POSITIVE



DECIDE
COMMIT
FOCUS
SUCCEED



Born
TO BE
Awesome



PERSONAL GROWTH

How do you imagine your pawTree business making a difference in your future?

Capture your vision using words and pictures!

When you're done, post this page where you can see it daily.

Say "yes" to taking the action required to **live out YOUR future!**



Our vision is to create a world filled with unconditional love, where pets and *their* people thrive.

pawTree[®] Terminology

Sponsor That's the person who invited you to join her/him on this "paw"some journey. It's also YOU after you enroll your first petPro.

EZ Ship An order set up for recurring shipment. Customers can manage this in their EZ Ship manager.

Paw Club What we call a customer who has an active EZ Ship order. Paw Club customers have perks! They earn Paw Points on all product purchases and qualify for shipping discounts (Free shipping with 3 qualifying items / 25% off on all other shipping). A petPro with an EZ Ship order is also considered a Paw Club member and qualifies for all Paw Club perks.

Free Shipping Free shipping is a benefit available to all Paw Club members as long as they have 3 or more Qualifying Items in their EZ Ship order (beds and bowls are

not eligible for free shipping). Qualifying Items include anything except dog food or cat food (wet or dry).

MY Pawbox All EZ Ship orders arrive in a fun MY pawBox.

MY pawTree App

A pawTree app you can download to your smartphone or tablet from your app store. Be sure to look for this icon, so you are loading the correct app.



Paw Points Loyalty points awarded to Paw Club customers. They can be used to purchase non-consumable retail products like toys, collars, etc. If you are a Paw Club petPro, you can also use them to buy marketing items from the Pro Shop.

Sample Credits These are credits a petPro can use to purchase items used for sampling (helping you keep more money in your pocket vs. spending money on sampling supplies). See how to earn sample credits in the Compensation Plan PDF in the petPro Library.

petPro Library Where all training and marketing files are located (PDF/audio/video/images). It is accessed via a link in your Pro Office.

Pro Office When you log in to your website as a petPro, you will be taken to your Pro Office. This is where you find all training, reports, calendar of events, home office announcements and other information you need to know as a petPro.

Find more pawTree terminology definitions on the Compensation Plan PDF found in your petPro Library.