

Power Team Example

Weddings create a frenzy of business. It starts with the Jeweler. Eager with anticipation, the husband-to-be picks out an engagement ring. Next, a visit to the Florist for a beautiful bouquet of flowers followed by reservations at a romantic restaurant.

And then the bride-to-be gets involved. Now the wheels of commerce spin faster as a Dress and Tuxedo Shop, Event Planner, Caterer, Photographer, Printer, and Limousine Service all generate business from the upcoming Wedding.

Many of the businesses involved at this point will already know each other from working on other weddings and events. In some cases, they will actually recommend the services of one or two of the other vendors based the client's needs. Why give the referral? Because they know the client will be happy with the results!

Honeymoons, Newlyweds and Planning for the Future

OK, back to the happy couple. As their lives merge, various other businesses enter the equation.

Handling day to day details like switching to a Cell Phone "Family" plan, or buying furniture and hiring an Interior Designer to combine two households, newlyweds are making a lot of adjustments in a short period of time. Those adjustments are all referral opportunities!

How about a Personal Chef or Pet and House Sitter for the new, and very busy, dual income power couple? Or Health services and Wellness products to look great and feel healthy? And then there's planning for the future. Smart, young couples start investing today for retirement. Or a College Fund. They also spend money on Life & Health Insurance, Wills and Trusts.

Unlike the Events Contact Sphere, who may already know each other from working together at other weddings, we are now looking at a much more varied group of businesses.

Our goal is for all of the businesses in these various Contact Spheres to expand their networking activity and think "outside the circle" as a Power Team to increase everyone's business!

Six Key Situations

It's true that Weddings are as good as it gets for an almost limitless chain of networking opportunities. But there are more! Here are six "Key Situations" that lead to Referral Frenzies!

Weddings
People Moving Into Town
Building a Business
New Baby
Get Healthy/Lose Weight
Home Improvement

These six Key Situations translate into tons of business!

Learn how your business and your Power Team Partners fit into each of the Six Key Situations (you might be surprised!) and use the Power Team Certified™ system to create your own Referral Frenzy!

Time (and Energy) is Money

They say “it takes money to make money.” Partially true. The truth is that Time and Energy are also forms of currency you can invest to build your business!

Power Team Certified™ is a complete training system focused on converting your Time and Energy into compensation for the people who generate sales in your business. We show you how to recognize opportunities to build the businesses of your Power Team, and in turn, train them to create business for you!

In short, Power Team Networking compensates you and the rest of the Power Team with more business. By networking together, everybody makes more money without the financial expense of a sales force!

Join My Power Team!

My Power Team Networking partners have all made a professional commitment to excellent customer service and helping build each other’s business. Sound Good?

The Power Team Network gives you all the networking tools you need to start generating referrals.

You will be given a current roster of the people and businesses we are already networking with to jump start your networking activities immediately.

You will also create a strategic plan to combine your efforts with the rest of the Power Team to generate more referrals.

How much activity, time and effort you put into networking is up to you. Truly, the sky is the limit! But at the same time, the Power Team tracks performance and has minimum performance standards.

Each Power Team Partner is required to:

- 1) Send one email a week with an update of “What type of client I am looking for this week” to the rest of the Power Team.**
- 2) Do at least one face-to-face meeting a week with another Power Team partner.**
- 3) Actively generate at least 3 referrals a month for the other members of the Power Team.**

Power Team Networking

Create a Power Team to Turn Common, Everyday Situations into Money Making Referrals!