



# DREAM TEAM

## WHIPS WORKBOOK

What You Need to Know as a New **Dream Team** Member





# WELCOME TO THE TEAM!

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**We are so excited to have you!**

After signing up on the Dream Team website, you should have received account information to login. Everything goes through the online portal, so if you have any issues obtaining your account information or are experiencing trouble logging in, please reach out to us!

## YOUR ACCOUNT

Name: \_\_\_\_\_  
Username: \_\_\_\_\_  
Password: \_\_\_\_\_  
Account #: \_\_\_\_\_

## YOUR SUPPORT TEAM

Your sponsor: \_\_\_\_\_  
3Star: \_\_\_\_\_  
3Star Pro: \_\_\_\_\_  
3Star Elite: \_\_\_\_\_  
4Star: \_\_\_\_\_

## OUR CONTACT INFO

**Greg Ferraro**

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Phone: 208-640-9887

**Lori Ferraro**

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## WHAT'S A WHIP?

WHIP stands for Work Ethic, Hunger, Integrity, and Personal Power. Having a combination of these traits, or working towards them, makes you a WHIP!

In our 30+ years of experience in the industry, we have found these traits to be the biggest indicators of success for each individual. That's why everything we do at the Dream Team is designed to either expand upon or develop these WHIP personality traits. We're here to help you win!

Are you ready to be a WHIP in your personal and professional life?  
Let's get to it!



## YOUR RESOURCES

### INTRODUCTORY VIDEO



[Get started!](#)

### STAY CONNECTED



[Instagram](#)



[Facebook](#)



[TikTok](#)



[YouTube](#)



# YOUR TOOLS

## FOR QUICK REFERENCE



[Piquing](#)



[Products](#)



[Lori Presentation](#)



[Greg Presentation](#)



[Comp Plan](#)

## RECOMMENDED BOOKS



[Your First Year in Network Marketing](#)  
by Mark Yarnell and Rene Yarnell



[Think and Grow Rich](#)  
by Napoleon Hill

# YOUR EVENTS

## LIVE WEEKLY ZOOM EVENTS



[Weekly Mentorship Session with Lori and Greg](#)  
Tuesday from 1:00-2:00 pm MT



[Weekly Presentation with Dream Team Leaders](#)  
Thursday from 7:00-7:30 pm MT



# NEXT STEPS



## YOUR WHY & MOTIVATION

What is your WHY?

Write down the top three things that drive, motivate, and inspire you to succeed, and the reasons behind them:

1.

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2.

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3.

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## YOUR SHORT-TERM & LONG-TERM GOALS

What are your short and long-term goals?

Write down your short-term goals for the next 3 to 9 months, and long-term goals for the next 3 to 5 years, that work towards your why:

Short-Term Goals

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Long-Term Goals

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# YOUR TOP 10 LIST



## LIST THE TOP 10 SPIRITED PEOPLE

(People in your life who are positive, energetic, hungry, relentless, and full of spirit)

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## LIST THE TOP 10 COMMITTED PEOPLE

(People in your life who are intentional, focused, dependable, and consistent)

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## LIST THE TOP 10 INFLUENTIAL PEOPLE

(People in your life who have connections, a following/network, and career development)

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## LIST THE TOP 10 RESOURCEFUL PEOPLE

(People in your life who are solution-centric, resilient, and open-minded)

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## LIST THE TOP 10 KIND PEOPLE

(People in your life who are friendly, caring, giving, and considerate)

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# YOUR MEMORY JOGGER

Who do you know that are:

## A

Accountants  
Actors  
Acupuncturists  
Architects  
Artists  
Attorneys

## B

Bankers  
Barbers  
Builders  
Business owners

## C

Chefs  
Chiropractors  
Church members  
Classmates  
Coaches

## D

Data analysts  
Dentists  
Dermatologists  
Designers  
Dieticians  
Directors  
Doctors

## E

Editors  
Electricians  
Engineers  
Environmentalists

## F

Fashion designers  
Financial advisors  
Florists  
Freelancers

## G

Gardeners  
General contractors

## H

Hair stylists  
Handymans  
Homemakers  
Housekeepers

## I

Insurance agents  
Investment bankers  
IT professionals

## J

Jewelers  
Journalists  
Judges

## K

Karate instructors  
Kinesiologists  
Kitchen assistants

## L

Lab technicians  
Librarians  
Lifeguards

## M

Marketers  
Mechanics  
Mentors  
Musicians

## N

News reporters  
Nurses  
Nutritionists

## O

Occupational therapists  
Office managers  
Optometrists

## P

Personal assistants  
Physical therapists  
Programmers  
PTA members

## Q

Quality Technicians  
Quoters

## R

Real estate agents  
Receptionists  
Reporters  
Retailers

## S

Scientists  
Secretaries  
Social influencers  
Stylists

## T

Tailors  
Teachers  
Trainers  
Travel agents  
TV personalities

## U

Ultrasound technicians  
Underwriters  
Utilities operators

## V

Veterinarians  
Video editors

## W

Waiters/waitresses  
Web designers

## X

Xerox operators  
X-ray technicians

## Y

Yoga instructors  
Youth leaders  
YouTubers

## Z

Zoning technicians  
Zookeepers  
Zumba instructors



# YOUR ACTION PLAN



## STEP 1: CONTACT

Contact 1 to 2 people each day. Meet 1 new person daily. Use the FORM formula: start by asking people about their Family, Occupation, Recreation, Motivation.

- Cell phone list
- Social media
- One-on-one



## STEP 2: INVITE

Invite 1 to 2 people each day to learn more.

1. Zoom presentation
2. One-on-one presentation
3. Group presentation
4. View video

Once people have taken an informed look, your next step is to book a three-way call with someone in your direct line on sponsorship.

### SAMPLE SCRIPTS



## STEP 3: LAUNCH PBR OR ZOOM (FIRST WEEK)

Invite a large group of people to look at the business. You can host a private business reception (PBR) in your home for locals or over Zoom to accommodate people across different locations. This launch will be your first kick-off call for the business. It will help you become a qualified Brand Ambassador to position you to earn your first \$1,000, as well as hitting 3Star!

1. Date of your first launch PBR or Zoom \_\_\_\_\_
2. Date of your second launch PRB or Zoom \_\_\_\_\_
3. Date to become qualified Brand Ambassador \_\_\_\_\_
4. Date to earn first \$1000 \_\_\_\_\_
5. Date to become a 3Star \_\_\_\_\_





# YOUR ACTION PLAN



## STEP 4: SHOW THE PLAN

Invite 1 to 2 people each day to learn more.

1. Share the product and business 1 to 2 times each day
2. Book or attend 1 to 3 presentations each week
3. Be on the lookout for WHIPs!



## STEP 5: FOLLOW-UP

Get back with your prospects within 24 to 48 hours. Have enrollment forms ready. Remember, KISS (Keep It Super Simple) and See It BIG!

Two most common concerns: “I have no money and no time.” Reply with: “I get it, I’ve been there myself. What I’ve learned is that you can’t keep doing the same thing and expect to get a different result. This business allows you to leverage your time and offers the potential to create a long-term residual income. Does that sound good to you?” Then, invite them to the next event (Zoom or live).



## STEP 6: COUNSEL WITH YOUR LINE OF SPONSORSHIP

Finally, you should stay connected with your line of sponsorship to review goals and activities and stay accountable.

- How many three-way calls this week?
- How many follow-up calls did you make?
- How many new Brand Ambassadors did you sponsor?
- How many encouragement calls to your new team members?





## DREAM TEAM

# Welcome to our global community!

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We are a group of entrepreneurs from all walks of life who are collaborating and growing in relationship marketing. You are embarking on a journey of self-empowerment and self-discovery in both personal and financial wellness. Remember, you are in business for yourself but not by yourself. We look forward to working with you and hearing your success stories!

**Date completed:** \_\_\_\_\_

**Your signature:** \_\_\_\_\_

**Sponsor signature:** \_\_\_\_\_