



DREAM TEAM

W.H.I.P.S WORKBOOK

WORK ETHIC, HUNGER, INTEGRITY, PERSONAL POWER

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





WELCOME TO THE TEAM!

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 your personal support team.

YOUR ACCOUNT

Name: _____
Username: _____
Password: _____
Account #: _____

YOUR SUPPORT TEAM

Your sponsor: _____
3Star: _____
3Star Pro: _____
3Star Elite: _____
4Star: _____



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

SET UP YOUR SMART SHIP Check once complete



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.

2.

3.



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

Long-Term Goals



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!

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: _____