

The Wizard Network ™

# NEW ASSOCIATE Fast Start Guide



# Message from the CEO

**TheWizard Network** was built with the sole purpose of helping investors protect and grow their investments with a revolutionary system that has produced consistent results for thousands of our clients, in a market that has produced billions of dollars in losses to investors. Those who bought and sold based on TheWizard's recommendations not only protected their investments from loss, but experienced huge returns.

The biggest myth from the media and financial professionals is that the average investor is powerless. We are left with the mistaken belief that we cannot beat the market and thus the only choice is to "buy and hold". We are expected to patiently wait as we suffer huge losses and diminishing account values.

While the normal investor has been suffering huge losses and mass confusion, subscribers of TheWizard have received solid signals that has allowed them to make money or at least to protect the money they had accumulated.

Before TheWizard, the only individuals who produced those same results were professional traders. Today, because of this powerful tool, millions will have the ability to follow market trends and as a result avoid risky, failed strategies like Buy and Hold.

As TheWizard takes this message to the world, we invite you to join us in our mission. Our message is one of hope to those who feel they have no choice but to stand by as the market tanks or believe they can never recover from losses they've already suffered. Today, there are thousands all over the world confidently investing and making great returns with TheWizard.

## **Gene Stunkel**

Founder, President and CEO

# Welcome to TheWizardNetwork!

By joining **TheWizardNetwork** (TWN), you've shown that you are committed to your success. This guide has been specifically developed for you – the new Associate. The concepts and guidelines you'll find throughout this booklet were designed to help you get your business off to a FAST START.

TWN is dedicated to helping you. Whether you decide to make a part-time or full-time commitment, we offer the products, compensation, education, operational and communication resources you'll need to build your business. Remember, you're in control of your career here—you determine your market, hours, income and advancement.

## Freedom With Responsibility

Remember this is your business. It is your responsibility to get yourself trained. We will provide you with access to the best training and information available in the industry today. We will help you in any way possible, but no one can do it for you.

## The Right Product At The Right Time

In an investment environment that has negatively impacted investors for decades, you will have the opportunity to be a voice of hope. The message we share is that people can take control of their investments and make money in the market. It is simple. It is important that you become a competent trainer of the products you offer and the people you lead. We are here to help you every step of the way

# Let's Get Started!!

## **OUR Commitment to You...**

1. We will always provide you with world class products.
2. We will teach you a proven system for building your TWN business.
3. We will provide a positive, winning environment.
4. We will teach you the fundamentals:
  - a) Principles of Successful Investing
  - b) Using "TheWizard" systems
  - c) Understanding "Trend Trading"
5. We will show you exactly how to get promoted to the top positions in the TWN's compensation plan
6. We will provide the tools and resources you need to help you build your business

## **YOUR Commitment to Us...**

1. Be a good person. Treat people right.
2. Do not embellish or make the products more than they are. Always be truthful. The Wizard Products are great and need no help to make you or your customers investing, a successful experience.
3. Complete the TWN Fast Start Guide.
4. Become an owner of TheWizard products.
5. Complete all TWN basic training.
6. Do at least 10 presentations in your first 30 Days.
7. Focus on getting new customers.
8. Focus on building a team.
9. Stay compliant with the TWN Policies and Procedures.
10. Become an advocate of TheWizardNetwork.
11. Invite new people to learn more about the products and the business at our business overviews.

# Important Info and Contacts

**Associate ID:** \_\_\_\_\_

**Enrollment Date:** \_\_\_\_\_

**Your TWN Replicated Website\*:** www.thewizardnetwork.com / \_\_\_\_\_

We recommend you personalize your website with an easy-to-remember name, your picture and contact information.

**Password:** \_\_\_\_\_ (Created at time of enrollment)

(Must have a TWN replicated website to remain active in TWN)

**Your Sponsor:** \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**Your Regional Manager:** \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

## TWN Corporate Contact Information

**PLEASE NOTE:** If you have a question or support issue, please contact your Sponsor or Regional Manager first. If they are unsure of the answer, or can't assist you, then call Associate Support.

**Associate Support** (toll free): **877 396-8130**

8 am to 5 pm PT, Monday through Friday

**Email:** [support@thewizardnetwork.com](mailto:support@thewizardnetwork.com)

# Identify Your Dream

The first step on the path to success is to DREAM IT. Creating goals — both business and personal — are important. Take a moment to write down the goals you want to achieve, both short-term and long-term.

## Business Goals

1. What do you want to accomplish at TheWizardNetwork?

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2. When (in what time period) do you want to achieve those goals?

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3. Will you allow your sponsor to hold you accountable?

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## Personal Goals

1. What do you want to achieve for yourself/your family?

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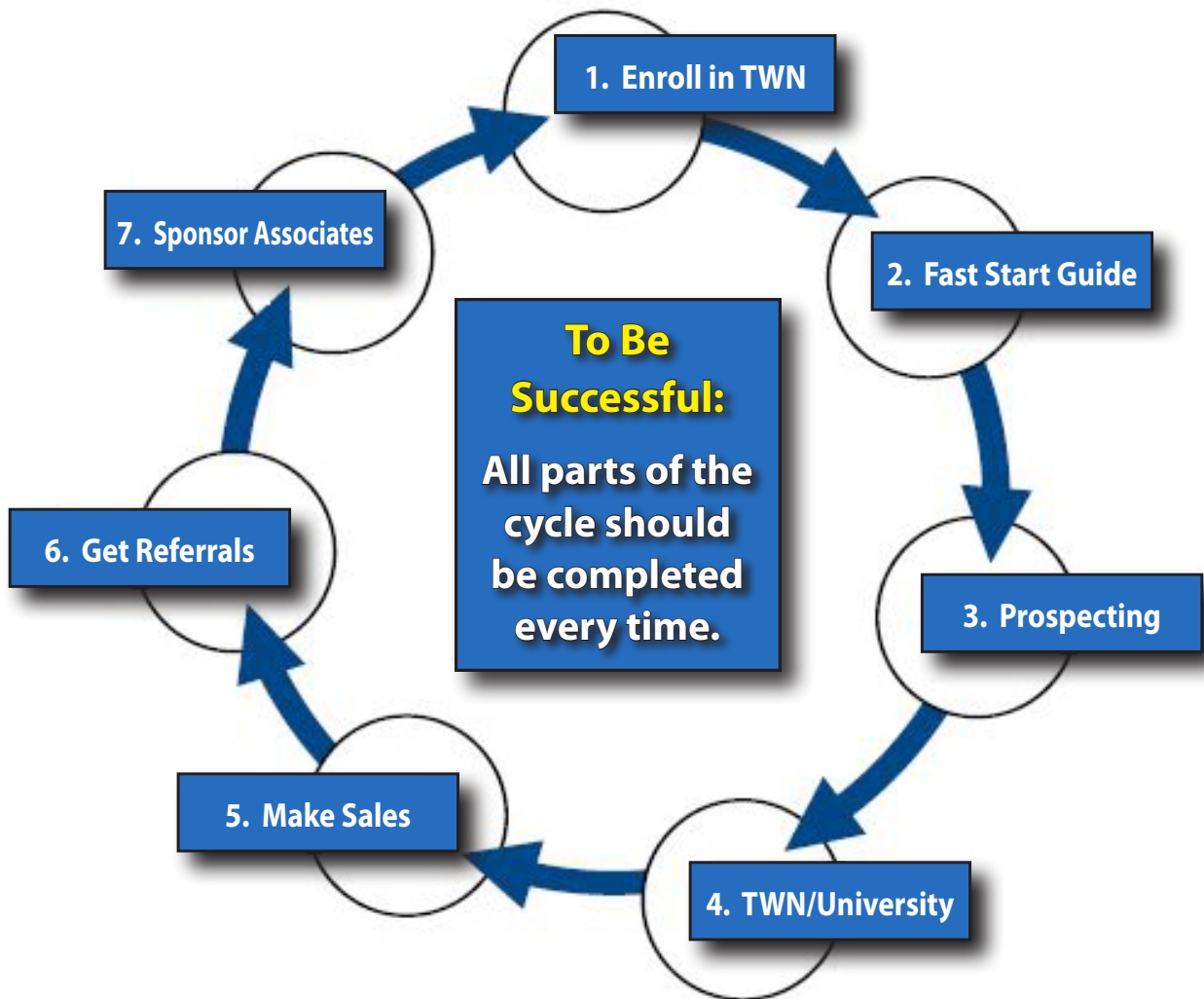
2. When (in what time period) do you want to achieve those goals?

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# Learn the Success Cycle

Much of your success will depend on you learning the Success Cycle, understanding it, using it, and teaching it to others.



# Steps To Success

1. **Become a Wizard product owner** **Page 8**
2. **The Power of the Product, “TheWizard”** **Page 9**
3. **Complete Your Marketing List** **Page 10**
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5. **Learn How To Share TheWizardNetwork** **Page 16**
6. **Have A Builder’s Mindset** **Page 21**

# Step 1:

## Become a Wizard Product Owner

Purchasing one of the Wizard products is not a requirement for you to be an Associate in TWN. However, we have discovered that those who own the products have greater success in obtaining customers and sponsoring new Associates.

Your personal experience with the product will give you the confidence to share the Wizard products and opportunity with others.

The screenshot displays the 'Stocks Simple Scan: Investment Scorecard' for 468 open buy positions. Key metrics include:

- YOUR TIME HORIZON:** Short-term (daily signals)
- MARKET INDEX:** Dow Jones 30, S&P 500, Nasdaq 100
- WINNING SIGNALS:** 427 (26.80% avg. profit)
- LOSING SIGNALS:** 41 (4.04% avg. loss)
- PERCENT WINNERS:** 91.24%
- AVERAGE PROFIT:** 25.74% (\$120,467.82)
- MARGIN PROFIT:** 51.48% (\$240,935.63)
- INITIAL INVESTMENT:** \$468,000.00
- AVERAGE DAYS HELD:** 137.98

Below the scorecard is a table of stock positions:

Symbol	COMPANY NAME	Trend	Days	Entry	Last	Stop	Profit	Profit/Share
			ENTRY DATE	Price	Price	Price	Targets	% PROFIT
AAPL	Apple, Inc.	▲	197	126.20	483.32	499.71	489.36, 556.03	\$42.30 (78.79%)
ADBE	Adobe Systems	▲	8	20.87	59.24	59.24	50.03, 41.27	-\$6.87 (-2.58%)
ADSK	Autodesk, Inc.	▲	176	61.72	37.72	37.72	no target, no target	\$2.48 (4.19%)
AKAM	Akamai Technologies	▲	148	46.75	54.11	54.11	57.99, 68.39	\$10.06 (35.82%)
ALTR	Altera Corp.	▲	183	35.97	36.01	36.01	35.83, 28.51	-\$2.37 (-7.06%)
AMAT	Applied Materials	▲	183	23.32	49.89	49.89	44.03, 38.56	\$1.09 (4.90%)
AMGN	Amgen, Inc.	▲	197	28.52	38.06	38.06	36.52, no target	\$4.23 (21.49%)
AMLN	Amlin Pharmaceuticals	▲	85	32.39	91.36	91.36	82.96, no target	-\$3.78 (-3.59%)
AMZN	Amazon.com, Inc.	▲	8	54.30	42.11	42.11	46.87, 50.63	\$1.86 (13.24%)
APOL	Apollo Group A	▲	204	52.20	65.31	65.31	59.36, 48.25	\$8.28 (18.85%)

The Wizard

the Wizard Picks   
WHERE WE PICK THE STOCKS FOR YOU.

The Wizard Pro

## Step 2:

# The Power of “TheWizard”

TheWizard has made it possible for the new subscriber to experience all the success of being a seasoned professional trader without spending the days, months and years it normally takes to get to that level, not to mention the millions of dollars that have been lost by individuals trying to invest without a system or still following the flawed advice of the “Buy and Hold” Mutual Fund crowd. Gone are the days of complicated systems and conflicting signals. Our rules are simple, easy to follow and clear. All you have to do is follow them. Let TheWizard do the rest.

### Common traits of the most successful traders with TheWizard:

- **They understand how the markets work.**
- **They do not predict the market. They use the Wizard signals to react to the market.**
- **TheWizard has successfully predicted every major trend in the market over the last 10 years.**
- **They always trade with the trend.** “The trend is your friend.” Trading with the trend of the market significantly increases your chances of making money. Fighting the trend is like trying to swim through quicksand.
- **They follow a disciplined, consistent set of rules.** Many people try to second guess the system. TheWizard gives you the exact stock, the exact price to purchase the stock, the exact price to sell the stock.
- **They are PATIENT!**
- **They trade ONLY when the odds are in their favor.** If the odds are against them, they stand aside until the odds are again in their favor.

- They minimize losses and maximize gains!
- They know taking small losses is part of investing.
- They know that the toughest part of investing is taking a loss, and the hardest rule to learn.
- They know when to take profits and get out of the market.
- They have developed a passion for the Wizard.

## Step 3:

# Complete Your Marketing List

The better organized you are, the more efficient you will be during your training. Write down everybody you know. Your initial list could consist of 200 or more people. Your sponsor will help you identify the best people to contact in your first 30 days.

**Helpful Hint:** Don't make the mistake of leaving somebody off of your list because you don't think they would be interested. Show everybody the opportunity and let them make up their own minds just like you did.

## Objective When Making Contacts (in order of importance)

1. **Develop a center of influence.** A center of influence is somebody that likes and trusts you and would be supportive of you and your business.
2. **Sponsor new associates.** As you share the TWN story with others always consider them as a potential new associate. Even if they are not personally interested they may know somebody they can refer you to.
3. **Develop a client.** The Wizard products can change a persons' financial future. Share the concept with enthusiasm.

## Understand Your Target Market

1. **Age 21 to 75**
2. **Responsible**
3. **Own 401K/IRA, Mutual Funds or other investments**
4. **Have money to invest**
5. **Employed earning \$50,000+ household income**

Each one of the categories is worth 1 point. On your first few presentations, try to target individuals that have 4-5 points.

Working in the right market is critical to your success. If you work in the right market, you will make money and build a solid business. If you work in the wrong market, you can work hard but will be frustrated and never achieve the success you hoped for.

## Memory Jogger Who Do You Know?

Best Friend	2nd Best Friend	Most Successful
Parents	Parents Friends	Golf With
Ski With	Owns IRA	Has 401K
Best Salesman	Ambitious	Teacher
Coach	Motivated	Most Likeable
Enthusiastic	Doctor	Dentist
Chiropractor	Stock Broker	Advisors
Financially Stable	Former Neighbor	Real Estate Agent
Mortgage Broker	Relative	Lives In Another State
Had Lunch With	Has 3 Children	Has 4 Children
Works in Management	Owns A Business	Recently Promoted
Trustworthy	Your Boss	Former Boss
Work With	Spouse's Friend	Had A Baby
Community Leader	Minister	Works Two Jobs
Owns A Boat	Retired	Lost Money In The Market
Money Motivated	Volunteers At School	CEO
Accountant	Electrician	Contractor
Plumber	Bought A New Car	Went On A Trip
Employed over 60	Owns A Beauty Salon	Kids Friends Parents
School Principle	Owns A Home	Sent You A Christmas Card

**If you don't have a large warm market, you can develop one by being willing to share TheWizard and TWN with potential clients and recruits.**

# Your Natural Market Prospects

Primary Contact \_\_\_\_\_  
Cell \_\_\_\_\_ Home \_\_\_\_\_  
Spouse \_\_\_\_\_ Best Time to Call \_\_\_\_\_ AM PM  
Address \_\_\_\_\_  
City/St/Zip \_\_\_\_\_  
Age \_\_\_\_\_ Responsible \_\_\_\_\_ 401K/IRA \_\_\_\_\_ \$10k Min \_\_\_\_\_  
Employed: FT \_\_\_\_\_ PT \_\_\_\_\_ **Score** \_\_\_\_\_

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Employed: FT \_\_\_\_\_ PT \_\_\_\_\_ **Score** \_\_\_\_\_

# S.T.E.A.M.

In addition to the memory jogger, another great way to create a prospect list is by using “S.T.E.A.M.”. Take a look at the following words and write down who comes to mind. Count only 1 point per category, and go after your 4 and 5 point contacts first.

**S= Sales      T= Teacher      E= Enthusiastic      A= Ambitious      M= Money**

## Top Five Potential Associates

Name and Email Address		Phone Numbers	S.	T.	E.	A.	M.
<b>1.</b>		C:					
	Email:	H:					
<b>2.</b>		C:					
	Email:	H:					
<b>3.</b>		C:					
	Email:	H:					
<b>4.</b>		C:					
	Email:	H:					
<b>5.</b>		C:					
	Email:	H:					

# Step 4:

## Activity Planner

One of the keys to building your business is understanding the difference between spare-time and part-time. Make a commitment to treat TWN as a part-time or full-time business.

### Schedule Training — Schedule Contacting and Presenting

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9 AM to NOON						
NOON to 5 PM						
6 PM to 11 PM						
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9 AM to NOON						
NOON to 5 PM						
6 PM to 11 PM						
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9 AM to NOON						
NOON to 5 PM						
6 PM to 11 PM						
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9 AM to NOON						
NOON to 5 PM						
6 PM to 11 PM						

**Cross out the times that you cannot work the business —  
the rest of the times are when you can work your business.**

# Step 5:

## Learn How To Share TheWizardNetwork

Along with working in the right market, your ability to effectively share TheWizard with others will determine how successful you will be. Obviously, if you can't share TheWizard with anyone, you will never have the opportunity to help anybody or sponsor anyone.

Because this is such an important topic, we have provided some suggestions that will help as you make your initial contacts. Remember giving someone a lot of information over the phone WILL NOT help you get a commitment to a presentation. It will only give them the opportunity to say no.

### Helpful Success Tips:

- The easiest way to share the opportunity or product is with TheWizard video
- Keep your approach simple.
- You can lead with the video whether you are approaching the person as a potential client or new associate

### Step 1:

#### Making contact with a person on your marketing list — here is an example:

**Product or Opportunity Approach:** Call the person or talk to them in person. Make your approach very simple and friendly. Remember you are not asking them to buy or join anything, you just want them to look at the video.

**Example:** "Hey \_\_\_\_\_ I saw something on investing you need to look at. Are you at your computer? Go to [www.thewizardnetwork.com/yoursite](http://www.thewizardnetwork.com/yoursite). Click on TheWizard Video. This is amazing"

**NOTE:** If you are talking to them in person, then, just give them the DVD and ask them to look at it. Tell them you will call them back the next day or later in the day after they watch it. If you have a Smart Phone then just watch the video right there.

## Potential Conversation Starters:

- I found a way to make some great part-time income.....\*
- Do you know anyone that would like to just get back some of the money they lost in the market?
- Do you know anyone that has lost confidence with investing in the market or their investment advisor?
- Remember when we are talking about starting a business or making more money...
- Do you know anybody who lost money in their retirement account in the stock market?
- Do you have a 401K or IRA?
- Do you have a mutual fund?
- Are you interesting in making more money?
- Did you loose money in the 2008 stock market crash?

\* Follow-up with any of these statements with “Great I saw something on investing you need to look at”  
(Then follow your script above about going to their computer or giving them the DVD)

## Step 2:

### Follow-up after the video:

- Remember the follow-up on the video is one of the keys to your success.
- You are looking to find people that have an interest and want to know more after watching the video. If they are not personally interesting in knowing more after watching the video then ask for a referral. **Remember: “Who do you know?”** is a very powerful phrase.... Use it with every prospect you talk to!

### Potential Follow-up Questions:

- What did you like about the video?
- Do you see where TheWizard can help a lot of people?
- Do you now understand why I wanted you to see the video?

- Can you imagine how many people this could help?
- When you were watching the video did anyone come to your mind who needed to see it also?
- Every business needs a great product. Can you imagine how big this could be?

## Responding to Questions and Objections...

### ...BEFORE watching the video:

**Prospect:** *"What is it?"*

**You:** *"It is about a product called TheWizard. It shows people how to make money in the stock market whether it goes up or down. It is hard to explain over the phone but the video will explain it."*

**Prospect:** *"I don't know anything about investing."*

**You:** *"That is great because TheWizard does it all for you!"*

**Prospect:** *"I don't have any money to invest."*

**You:** *"That is ok. Would you like to make more money so you could invest?"*

**Prospect:** *"My broker does everything for me."*

**You:** *"How's that been going for you?"*

**Prospect:** *"I already have my money invested."*

**You:** *"That is great — you really need to watch this video."*

### ...AFTER watching the video:

**Prospect:** *"I just couldn't invest my own money."*

**You:** *"Many people feel that way, but the good news is TheWizard makes it easy."*

**Prospect:** *"It looks too hard to do."*

**You:** *"I thought the same thing until I learned some simple rules on how to use TheWizard."*

**Prospect:** *"Sounds too good to be true."*

**You:** *"It does, doesn't it? However subscribers to TheWizard have been getting great results for years in over 92 countries."*

**Prospect:** *"How can it get those returns when nobody else is?"*

**You:** *"Because TheWizard uses three simple steps for investing: Identify the trend, look for good signals and manage those signals."*

**Prospect:** *"I couldn't explain this to people."*

**You:** *"If it was simple to learn would you like to know how?"*

**Remember:** TheWizard has proven itself time and time again over years in up and down markets. Your job is not to prove that TheWizard works or doesn't work. Your job is to expose people to TheWizard and let them decide if they want to know more.

### **Getting a Commitment to buy the Products:**

If they have an interest and want to know more you should schedule time to show them how TheWizard works. This could be done online or in person.

#### **Commitment Question:**

*"TheWizard is currently offering a 7 day moneyback guarantee to try the system. Are there any other questions you have before we get you set up on TheWizard? Great, lets get online and get you set up."*

### **Getting a Commitment to join the Company:**

If they have an interest and want to learn more about joining the company, explain the best way to understand how powerful the opportunity is, would be to own "TheWizard" product first. Next, you can teach them how they can get paid.

#### **Commitment Question:**

*"TheWizardNetwork has a system in place to help you be successful in building a business, so do you have any other questions before you get started? Great, lets go online and get you signed up!"*

# Step 6:

## Have A Builders Mindset

One of the first things you will need to do in order to build a large and highly successful business is to believe you can do it, and get a greater vision of all of the possibilities available to you.

When building your organization, you need to personally sponsor people to build width and then help your personally sponsored people sponsor new people. Then you train everyone to teach the same process to his or her team.

**That's duplication!**

**Therefore, you have two main focal points:**

1. Personally sponsor new people - this is known as building **WIDTH**.
2. Help your personally sponsored Associates to sponsor their initial people and duplicate the process again by helping these new Associates to sponsor their new Associates . This is known as building **DEPTH**.

Many people prefer to approach people first about the product and then discuss the opportunity with them. This method works and if you are more comfortable with it then continue doing it. For the person who wants to build a large organization, sponsoring first and following up with the sale many times will produce faster results.

## Summary

Your success will come as you increase your skills and transfer those skills to others.

*“This business is really a personal development program with a compensation plan.”*

You can become a successful investor and build a business that allows you to live a better lifestyle today and invest more for your future.

**You Can Do It!!**