

MITECH PARTNERS, LLC

QUICK START TO SUCCEEDING AT MITECH PARTNERS, LLC

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QUICK START TO SUCCEEDING AT MITECH PARTNERS, LLC

At Mitech Partners, LLC, we want to ensure that all our partners are successful day in and day out. This training focuses on the seven (7) step process one should take to launch a thriving and prosperous business with us. Within this training, some of the objectives that will be learned include:

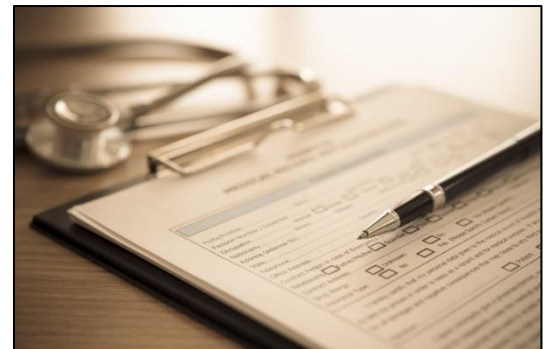
- ◆ Initial steps one should take when getting started with the firm
- ◆ Strategize and adjust one's mindset keeping their eye on the prize of long-term success
- ◆ Organize and prepare so that success can be obtained
- ◆ Comprehend the differences between cold and warm markets
- ◆ Keep in touch and maintain two-way communication

Step 1 – Getting Started

Becoming a partner or team member in the sales division of Mitech Partners, LLC can be a difficult one to make. However, once it is made, the rest is history and in a good way. Our team members and partners are the reason why we are in business and without them, none of this has come to be. Putting this in the past, let's begin with some paperwork that is required to be done prior to coming on board.

For new sales partners that join the team, they are required to complete the following documents prior to officially becoming a sales partner. As of the time of this version's publishing the Sales Partner Agreement (SPA) and W-9 tax form (also known as a 1099 form for tax purposes) must be returned to the office via scan, mail, or fax to become an official partner of Mitech Partners, LLC. To assist with providing this information, these are listed below:

- ◆ Scanning Email Address:
 - ac@mitechopportunity.com; Subject: New Partner Paperwork*
 - (* - we receive numerous emails a day; this helps us know the purpose of the email)
- ◆ Mailing Address:
 - Mitech Partners, 41 Peabody Street, Nashville, TN 37210
- ◆ Fax Line Information:
 - (615) 658-9269



It is important to understand and note that without these documents in hand, any sales leads, offers, partner referrals, and the like will not count towards one's totals. We recommend that once a decision has been made to become a partner and the welcome email is received, one completes the paper within 24 business hours of that time. As soon as the paperwork is received and processed, additional correspondence will be provided to the partner (e.g. back office login, Mitech University training access, important documents, etc.).

Step 2 – Develop the Proper Mindset

Once the partner agreement has been signed, you're officially a part of the family. Congratulations! Now that the short honeymoon and celebration is over, it's time to grind away and get one's business started on the right foot. Having the right mindset is critical to any sales organization. Mitech Partners, LLC is certainly no different in that boat.

While there are requirements for partners when they join the Mitech Partners, LLC family, there are expectations in place that the partnership will yield positive results for both entities. Since the company is willing to invest time and resources into our partners, we ask for that respectively in return. Much like the Golden Rule, 'Do unto others as you would do unto yourself.'

Keeping the reality check in place, we want all our partners regardless of how long they have been with the company to be excited and know we have their backs. The journey that one is setting on with the company is one that is meant to be long-term like a marathon and not like a quick 100-yard dash round the bend.

We recommend having a long-term game plan in place that would cover approximately two (2) to as many as five (5) years. Anything less than two (2) years really isn't much of a long-term plan and anything over five (5) years is highly subject to varying degrees of variance and uncertainty. Let it be known, however, that having goals in place during these times is still an acceptable practice. The most effective goals are what known as S.M.A.R.T. goals and can be summarized as shown below:



The good news is if one has never created these types of goals, the office staff and fellow partners are here to help. One shouldn't pour tens of hours into this exercise as it's meant to help with creating the path to success. If you're still stuck, you're in luck. Some good S.M.A.R.T goals that partners came up with that can be catalysts for coming up with ones for yourself:

- ◆ My goal is to get 10 new business clients and 2 partners within the first year of being a Mitech partner.
- ◆ I will commit to contacting at least 30 people and five (5) hours a week that I know that own businesses in the area that I live in to help build my sales funnel.
- ◆ My goal is to make \$1,000.00 monthly residual commissions (MRCs) by the end of the first year as being a Mitech Partner by promoting the brand and sharing their services with business owners.

As you can see, the statements don't have to be complex or so difficult, one is bound to fail the first step they take forwards. These goals can be anything of one's choosing but should be comprehensible enough to satisfy all five (5) pieces of what a S.M.A.R.T. is comprised of. Nobody at the company will ever tell someone that they will hit success overnight. It may take far longer than that. Perseverance pays off here as the ride has just begun. Patience, determination, the willingness to learn, and trusting in the fact that talented individuals in the organization have one's back will lead to success. Looking back to what one wise man said back in the day, "ignorance on fire is better than intelligence on ice." Be excited!

Step 3 – Make Lists

As most successful businesspersons say, making lists and breaking down a process to reach a goal is the best way to achieve it. Regardless if one is in sales, project management, or even trying to put together a piece of furniture, it is common to have some sort of plan or process to follow to reach a conclusion.

Hence, making lists of people that would be good prospects for clients and/or partners is crucial. It is also a critical step ensuring that one's launch with Mitech Partners, LLC gets started on the right foot. There's no set way or standard how one should create a list one has the flexibility and bandwidth to do it as they wish. However, here are a couple of pointers to consider when jotting things down:

- ◆ Create two (2) lists: one for potential clients and one for potential partners.
 - Note that it is possible and likely in some cases that potential clients can become partners as well.
- ◆ When creating the lists, shoot for a minimum of 100 people for each list.
 - These lists should comprise of contacts that have the highest chance of converting.
 - Suggestive groups of potential clients/partners include business owners, IT consultants, webmasters, sales professionals, stay-at-home parents, telecommunication representatives, and so on.
 - An additional group of potential clients are professionals in the hospitality industry (e.g. restaurants, bars, & hotels)
- ◆ As part of the list development, create columns on the side so that you can track ones that have been contacted and/or become a client or partner.
 - One is required to use the back office to track all leads, follow-ups, leads, and what not (makes it easier to help support one's growth and business).
 - Making lists early on is helpful and is a good habit to have even with the back-office access available.

Step 4 – Stock Up Your Tool Box

To review, we have already established the items needed to get started with the business, getting the right frame of mind, and lists to get started on the right foot. The next step is to get the tool box filled with the essentials so that you can become a rockstar partner.

The tools one would need to be successful are ones that one should provide on their own as well as the resources available to all partners at Mitech. Some of the items that one should have in their toolbox prior to coming on board include the following:

- ◆ Desktop or laptop computer or tablet to access the Mitech Partners, LLC website(s)
- ◆ Padfolio or leather portfolio (to store notes, documents, and present to others)
- ◆ General office supplies (e.g. pens, paper)
- ◆ At least one telephone (for client, partner, and company contacts) with a working voicemail (important!)
- ◆ Willingness to learn and grow



Mitech Partners, LLC are happy to provide additional online tools necessary to get the job done and help you succeed. To access the MiDocs online document portal, go to <http://www.mitechpartners.com/forms> and enter in the following password: **Mitech2013**.

A screenshot of the Mitech website. The top banner is teal with the text "Get a Quote Instantly" and a "Compare" button. Below the banner is the Mitech logo and navigation links: Home, About, Services, Partner, Blog, Contact, Quote. There are also "Quote" and "Login" buttons. The main content area features a blue background with a pen nib and the text "MIDOCs". Below this is a horizontal menu with categories: MiTech Educational, Comcast, Charter Spectrum, Direct TV - Commercial, Direct TV - Residential, Mitech Security, Credit Card Processing, Fidelity, and Hospitality. At the bottom, there are links for "How to create a Comcast Business Quote", "How to Create a Charter Business Quote", and "How to Create a Birch Quote".

Within this document, all partners and team members will have a one-stop-shop experience so that they can assist their partners and clients to shop, order, and support their needs. Critical documents such as building quotes, submit orders, download forms, and more are available.



Note that in the second half of 2018, this website will be replaced with an all-new Mitech University learning portal. Documents will be refreshed within this portal as well as the look, feel, and navigation within. More communication about that will become available later.

However, there is one thing left to go in the toolbox – one’s first sale?! Some may think it is odd bringing this up because one needs to contact someone on their list for that to happen. Truthfully, there is one sale already ready to be had and a lot of people don’t know it. Who is it?

THEMSELVES! YOU ARE YOUR FIRST CLIENTS!

Most people may be confused that they can sign themselves up as a customer. Here at Mitech Partners, LLC, the first client or partner is commonly the hardest one to obtain. Not with us. If one thinks about it carefully, there’s several key reasons that you should sign yourself up as soon as you become a partner. Here’s why:

- ◆ Earn commissions on your own service; think of it as a discount that pays you back
- ◆ Gives one an opportunity to practice creating and submitting an order
- ◆ You become a believer in the Mitech Partners, LLC brand and service offerings

Some of the notable services one can sign up for as soon as they become a partner include: residential cable, internet and/or phone services, DirecTV, alarm security services (where available), and business internet for business owners. Think of this as an opportunity to save a few bucks on things you’re already spending money on. It’s a Win-Win!

Step 5 – Smile, Dial, Meet & Greet

In order to maximize any opportunities in sales, one is going to have to reach out and touch others. Utilizing the contact lists one has developed in the third step of the process, the call to action is now. One must have a sense of urgency to become a successful partner here at Mitech Partners, LLC. This doesn’t mean that one needs to recklessly call 100 people a day just to say that they called 100 people trying to get them to sign up for services. Rather, there needs to be a consistent and methodical approach to it. While slow and steady does not win the race, being strategic and consistent will.

There are two (2) types of markets that one can utilize to generate leads and eventually sales: warm markets and cold markets. Warm markets have contacts located in them which have some connection already established. These can be friends, co-workers, fellow business owners, and the like.

A sample script that one can utilize when contacting a person from a warm market goes like this:

“Can you do me a favor? I just started with a company offering telecom services from the major providers like Comcast and DirecTV. I can offer you great promos or a better deal you see online or on TV. Would you do me a favor and try one of the services I provide?”

The key with warm markets is that the contacts within them are people you know and they're more likely to do a favor for you. However, they don't want to be sold and leaning on the relationship and not the service is the pathway to success.

Cold markets are a little more challenging since no relationship or contact has been established yet. One needs to look at this as an opportunity and not an obstacle for two (2) reasons. First, if you don't give them a shout, how will you know they don't need what Mitech Partners, LLC has to offer? Secondly, what is suggested in the recommended scripting isn't all that complicated. It's really a gathering of information on the first pass. See what we mean below:



“I'm with Mitech Partners. We help people and business alike save money on services like internet, phone, tv, and IT services. Would you mind if I get your email address so I can send you a quote? Also, how many phone lines does your business have.”

The ask in cold market calls and contacts is professional yet brief. One the first pass, the goal is to not sell them on the services. Rather, it is to gather information so that a quote can be generated. Additional conversations are likely to follow. It is important to log the contacts back into one's back office (<http://www.mitechbiz.com>) as soon as you obtain the information. From there, email the quote to the client and follow-up in one (1) or at most two (2) business days. The neat thing with this approach is that as the funnel expands, so will one's customer base regardless of method used.

Step 6 – Grow The Business

Success is in the eye of the beholder as one wise person say a long time ago. Now that one has made it over the hump of signing up their first client and/or getting their first partner, the second to final step in the process is to do all over again (and again and again...). Complacency is ill-advised because one's partnership with Mitech Partners, LLC won't grow and become stale like bread left out on a countertop.

How slow or fast one wants to grow their business is truly up to them. However, if one is hungry enough and wants to create a secondary income or one which becomes their primary source, one needs to needs to keep their foot on the accelerator and strive for awesomeness day in and day out. Curious as to seeing how that can be done? Check out the final step of our process on the next page.

Step 7 – Keep In Touch!

When new partners join Mitech, they're just not a number or a name; they're part of the family. Keeping in touch with us as often as one feels appropriate not only helps us but helps them too. There's numerous ways that our partners can stay plugged in, including:

- ◆ Subscribing and reviewing e-newsletters the company sends out periodically
- ◆ Join in on webinars and conference calls
- ◆ Attend road shows and events we hold
- ◆ Subscribe to the Mitech Partners YouTube™ Channel
- ◆ Stop by the office if you're in town or local

Above anything, we don't want our partners to think we're inaccessible and unavailable for them. On the contrary. We assure that we will do whatever we can to make our partners successful. That's the way it has been since the company was founded and started in 2014 and there's no plans to stop now.

Conclusion

To conclude, Mitech Partner, LLC's seven (7) quick start guide to be a successful partner is a great way to get going and ensure success for all. By having the proper mindset, tools in the box to get started, creating lists, meeting and talking to people, and growing, these steps are the first of many one takes with us. Believing in oneself, achieving the first sale and partnership, succeeding at what they do, and exceeding their goals will provide numerous dividends for all. Besides, that is the only way #grithappens.

