

The goal of Phase 1 Training is to equip you with the basic skills and knowledge to achieve Winners' Circle status. You achieve Winners' Circle status by selling through 500 in MSP. This not only generates significant **"Active Income"** for you, but it also lays the cornerstone for the future growth of your RTPR business. The road to success is the Winners' Circle. Consistent Winners' Circle status will open every available revenue stream RTPR has to offer.

Laying the Foundation for Your Business

Phase #1 Foundational Principles – RTPR is a company based on traditional business principles, which is one of the primary reasons for RTPR's tremendous success and growth in the home business industry. Unlike other home businesses that focus solely on recruiting, RTPR focuses on:

As a new vendor, you will need to learn the important keys listed below which will lay the foundation for your success:

1. **The 5 Pillars of the RTPR Vendor Program**
2. **Adviser Program**
3. **Winners' Circle**
4. **Promotional Materials**
5. **The Basics**
6. **Vendor Compensation**
7. **Vendor Terms of Service (TOS)**

#1 – The Five Pillars of the RTPR Vendor Program

Proven Product

Since 1998 RTPR has produced Safe, Effective, Fast-Acting Pain Relief Products. We grew into a multimillion-dollar company via word of mouth before spending one dollar on advertising. Our flagship Real Time Pain Relief product line has provided pain relief to thousands of loyal customers since 1998. Over the years, we have expanded our product line to provide consistent, targeted relief for specific areas of the body.

Real Time Pain Relief is an FDA Registered Over the Counter (OTC) drug that provides temporary relief from: arthritis, simple backache, muscle strains, sprains, bruises and cramps. Using the highest quality ingredients in our proprietary herbal blend has allowed us to create the Safest, Most Effective, Fastest Acting, Targeted Pain Relief available. Plus, unlike other topical pain relief products, Real Time Pain Relief smells great too.

Profitable Marketing Approach

Our approach is grounded in tried and true, traditional business principles. First and foremost, Vendors buy at a true wholesale price, sell at a competitive retail price and keep the profits. As an RTPR Vendor, you purchase products at true wholesale prices, for the purpose of reselling them to the general public at local events, as well as to friends, family and acquaintances.

RTPR Vendors resell products at a competitive retail, price earning a 100% Mark-up, thus making a strong, immediate Active Income. This provides every Vendor with significant profits on each and every sale. For example, \$500 of wholesale product means \$500 in profit. The product is the lifeblood of your RTPR business. Maintaining a good inventory will allow you to always capitalize on sales opportunities, build a loyal customer base, service referral sales and maintain consistent business growth.



Getting Started Basics – Phase 1

You don't have to be a dynamic, "natural" salesperson to succeed with RTPR. If you can find people in pain, you have receptive customers who are looking for relief and you can give them the power of Pain Free Living! Since 1998, we have watched thousands of customers find the relief they need when they try our products. For this reason, we encourage Vendors to have every potential customer sample the product before they buy. Once someone in pain tries the product and feels relief, the sale occurs naturally!

Unauthorized Marketing Strategies:

- **Health Care Practitioner (HCP) Accounts:** The signup and sales of Real Time to Healthcare Practitioners is not authorized. We have a designated team to work this aspect of the business and vendors are not authorized to approach this type of account. If you are approached by an HCP interested in carrying our product you will need to submit their info to corporate and allow our HCP staff to handle the recruitment and enrollment process.
- **International Sales and Recruitment:** Retail customers from outside of the United States can make retail purchases of Real Time online. However, NO international wholesale product purchases or recruitment of International Vendors is currently authorized.
- **Violations:** A vendor who does not abide by these restrictions will be reviewed by management. An offense of this nature can result in account suspension.

Potential Market Size

According to the Institute of Medicine (IOM) pain has become an American Health Crisis with more than 1 in 3 Americans suffering from chronic pain. The IOM also estimates that 170 Million Americans will live with Chronic Pain by 2030. If nothing changes, as many as one half of US adults may be dealing with Chronic Pain by 2030. What does all of this mean? As an RTPR Vendor, your market of potential customers is unmatched. There are millions of people in pain who need relief. RTPR allows you to do well financially by doing good for those who need help.

Powerful Financial Plan

Our Profitable Marketing Approach has enabled us to set a Home Business Industry record for the highest percentage of full-time vendors. These eight payouts are the backbone of that success.

1. **Personal Sales** - 100% Mark Up on Personal Sales: buy at wholesale, sell at retail, keep the profits. This provides consistent and reliable profit margins all the time, every time.
2. **Seven Tiers of Commissions** - Platinum Status Vendors earn commissions on their team's wholesale purchases through 7 tiers, creating a genuine residual revenue stream that is both profitable and rewarding.
3. **Reoccurring Referral Bonuses (RRB)** - Vendors who refer new Vendors to their team can earn an RRB every month that their referred Vendor remains at the Platinum Status level.
4. **State Director Bonuses** - Vendors who reach Full State Director level receive a State Director Bonus which is an override bonus on EVERY sale of RTPR Company-wide in their home state.
5. **Regional Director Bonuses** - Vendors who reach the Full Regional Director level receive a Regional Director Bonus which is an override bonus on every sale of RTPR in their home Region and State.
6. **National Director Bonuses** - Vendors who reach the Full National Director level receive a National Director Bonus which is an override bonus on every sale of RTPR across the entire USA as well as their home Region and State.
7. **Car Bonus** - Vendors who reach Full Regional Director and maintain this level for 3 consecutive months are eligible to receive a Car Bonus sufficient to pay monthly payments on a RTPR branded vehicle.

8. **Vendor Ownership** - Consistently Active Vendors are able to earn Equity Builder Points (EBP). These points accumulate, and once a vendor reaches 50 EBP they will become Vendor-Owner Eligible. Vendor-Owners receive equity ownership in RTPR.

Power of ONE Team

We understand that our success as a company is directly connected to the success of our vendors. In 2011 we made a commitment to a Core Value of making Vendor Success our #1 Priority. As we work together as ONE Team, we can make a significant impact in the \$250 billion per year pain relief industry.

#2 – Phase 1 Goal: Be in the Winners' Circle Two Months in a Row

Your goal as an RTPR Vendor should be to make the Winners' Circle two consecutive months. The key to achieving this is selling, and replacing, a minimum of \$500 in wholesale product each month.

This not only provides you with a great Active Income of at least \$500 per month, but it also sets the stage for your future success in your Real Time Business. We strongly encourage you to make Event Marketing in your local community the cornerstone of your business.

A \$500 per month sales goal might sound intimidating to you. However, by working with your Business Coach you will learn that this is an easily achievable standard. Some vendors who started right where you are today now sell as much as \$7,000 or more in product each month.

The bottom-line is that your first goal is to "Sell and Replace" your way into the Winners' Circle which will give you:

1. **At least** a \$500 per month income
2. A growing customer base
3. Referral Sales from your customers
4. A great foundation for all of the great RTPR programs

#3 – Getting Started Basics

The first thing all new Vendors should do is watch the RTPR Vendor Welcome video found here:

<http://rtpr.com/manage/content/new-vendor-welcome>

Once you have watched the Welcome Video and told us a little about yourself, the next step is to complete your Payment Information so that we can pay you commissions as you earn them.

Getting Paid - In order to get paid by Real Time Pain Relief, each Vendor must complete 2 simple steps:

1. We must have a W-9 on file for each vendor. Payments CANNOT be sent to you without a W-9 on file.
2. Each vendor must complete their Payment Preferences in their back office. Without this information, commission checks cannot be issued.

Both of these can be completed at the following link: <http://rtpr.com/manage/content/profile-and-preferences>

Understand the Payment Cycles - In addition to Active Income you earn from reselling Real Time, you can also earn a commission checks from our Compensation Plan. We send out Commission Payments on the 15th

of each month for the activity and bonuses earned in the previous month (unless the 15th is on a weekend or holiday, in which case checks will be mailed on the business day before). If you meet the requirements for a Commission Payment, you must have the following elements in place by 12:01 AM on the 1st day of the current month to be included in the commission pay run for the prior month:

1. Payment Preference must be entered in the backoffice.
2. W-9 must be received by RTPR.
3. You must be Gold or Platinum Status during the commission pay cycle.
4. You must have achieved \$25 in Base Commission during the commission pay cycle.

Should you fail to meet the requirements for Commission Payment in a given cycle, the commissions will remain in your Vendor account and continue to accumulate until you meet the requirements. At that time, all of the current and past unpaid commissions will be paid to you.

Additionally, we give Vendors the option to use their commissions to purchase product for resale. To learn more about the Purchase with Commission Program, ([Click Here](#)).

Vendor Support: The Vendor Support System is facilitated using Support Tickets. We do not use a Support phone system and all Support questions must be directed to the Ticket System. We use this system because it provides a high level of quality control, is completely traceable, and enables Support training. Support questions asked via the order line will be directed back to the Support Ticket System.

#4 – Take Advantage of our “Adviser Program”

If you want to be successful, the simplest and most effective way to achieve this is to emulate successful people. With this in mind, we have developed our “Adviser Program”.

After signing up, Vendors must request a Business Adviser ([Click Here](#)). Once you have completed the Adviser Request form, you will be contacted by your Adviser who will discuss the business opportunity with you. Once you have spoken to your Adviser, you will be sent your Adviser Quick Start Bonus product. Our Advisers will help you decide the best approach for your area. If you are in need of greater assistance than your sponsor has provided your Adviser will be able to help you request a Coach. If you do not hear from your Coach within 10 days of receiving your Coaching assignment email, please let us know by submitting a support ticket.

Your Sponsor or assigned Coach will teach you to:

1. Navigate your Backoffice Control Panel.
2. Set up your payment preferences to receive your commission check.
3. Equip yourself to be able to accept credit cards when selling Real Time.
4. Submit a support ticket if needed.
5. Order product for resale from your Backoffice Control Panel.
6. Properly set up an event display.
7. Approach potential customers, sample the product, close the sale, and process the transaction.
8. Collect Contact information (This becomes very important later in the training).
9. How to become an effective Event Vendor.
10. Understand the Vendor Terms of Service.
11. And much MORE.....



Getting Started Basics – Phase 1

Free X-Frame Banner – Event Training: Your Sponsor or your Coach will also be able to help you find Event Training. Once you complete Event Training, your Coach will report this to Corporate with the necessary info to have your Free X-Frame Banner Shipped to you. (If you do not have a Coach you will need to report to your Adviser for the X-Frame Banner).

#5 – Promotional Materials

Promotional materials are not a source of profit for our company. We are in the business of selling Real Time Pain Relief. Our entire focus is to help our vendors make money selling Real Time Pain Relief.

We make a variety of promotional materials available to every vendor. These promotional materials give you high quality, printed materials to share with customers. The promotional materials have the added advantage of being in compliance with FDA regulations. Just as importantly, we can offer them to you for FREE. With every \$100 of RTPR product a vendor purchases for resale, they will be given 10 pieces of promotional materials.

You can also purchase other sales aids at www.RTPRsalesaids.com This sales aid shopping cart requires enrollment using the RTPR vendor username email used to set up your RTPR vendor account.

Please keep in mind that all of our Trade names, Logos and materials are Trademarked and Copyrighted. If you would like to use any of these items beyond the promotional materials that are provided, you must submit our Trademark/Copyright Use Special Request with a Support Ticket.

#6 – Vendor Terms of Service (TOS)

Vendor Terms of Service (TOS) - Like any company, we have implemented important guidelines designed to maximize the success of the Vendor Program. These guideline ensure a focused team effort, and also help maximize your personal success. Our Vendor TOS is written in easy-to-understand language, and clearly defines what you can and cannot do while building your business. All Vendor are responsible for familiarizing themselves with the Vendor TOS. Keep in mind that some of the elements explained in the TOS are not applicable to Phase 1 Training, but it does not hurt to have an understanding of this information. To view the Vendor TOS, ([Click Here](#)).

Conclusion

The goal of Phase 1 Training is to equip you with the basic skills and knowledge to help you achieve Winners' Circle Status for a second consecutive time. Once you have reached the WC for the second time you are ready to move on to Phase 2 The road to success in our program is the Winners' Circle and will open every available revenue stream RTPR has to offer. After completing Phase 1 and your first training event, you are ready to proceed to Phase 2.

In Phase 2, your goal will be to learn the various programs available to you. These will help you consistently achieve Winners' Circle status, help you progress into the Field Leadership Team and maximize the growth of your business.