Our Business Cycle

Welcome to our team! If you wish to succeed with less stress and more rapid duplication, may I suggest you learn this business cycle and teach it to your team by giving them this document and helping them find answers to their questions.

These steps become the **Table of Contents** for this document:

1. Register as a Customer

Everyone begins by registering as a customer, unless they are renting or can't be a customer for some other reason (i.e. their electricity provider is not currently on our list). Those who cannot take advantage of our offer (as a customer) at this time but wish to be an Associate, skip the first three steps and go directly to step 4, Become an Associate.

If someone attempts to register as a customer and then learns that their electricity provider is not on the list, proceed from here anyway since they have created a customer account in the system.

1. Go to *www.JoinTheSolution.com/[Sponsor'sUsername]*

2. Click on *Reserve Your System.*

3. Complete *Step 1: Customer Registration.*

4. Complete *Step 2: House Registration* (this can be done later in step 3).

2. Login as a Customer

The customer account allows customers to learn more about solar power and to monitor their own electricity usage. The system is set up to educate people in ways of reducing their energy consumption as well.

1. Check for email from the corporate office with your username and password.

2. Go to *www.JoinTheSolution.com/[Sponsor'sUsername]*

3. Click on *My Account* in upper right corner.

4. Type in username and password from the email you received.

5. Click on *Change Password* and create a password you can remember for your customer account.

6. Optional: If you want to change your username or any other information:
   A. click on *Account Details*
   B. click on *Edit Account* in upper right corner
   C. make your changes
   D. click *Update*

3. Register a House

Once the customer's account is created, the customer can register as many houses as they want within the one customer account if they own multiple houses. Note: the date the house is registered is the date used to determine the kilowatts per hour (kwh) rate.

1. Login to your customer account at *JoinTheSolution.com* (note: if you have not passed your Associate test yet, your JoinTheSolution.com website will not be available - any JoinTheSolution.com website will work to login).

2. Click on *New House* in the upper left side.

3. Complete the form and click *Create.*

4. Become an Associate

Becoming an Associate provides a huge opportunity to change lives for the better. The vision that fuels this opportunity goes well beyond the financial independence that is available for anyone who makes the effort. Ours is a mission and a vision to change the way we do life on this planet. What we do has the potential to clean up our planet, reduce conflict over non-renewable resources, and give the power back to the people.

It is that important. Welcome!

If you created a customer account first, follow these instructions to continue, otherwise skip down to the second set of instructions.

Customer Becoming an Associate:

1. Go to *www.JoinTheSolution.com* (any will do).

2. Click on *My Account* in upper right corner.

3. Type in username and password from the email you received.

4. Click on *Account Details.*

5. Scroll to bottom and click on *Tell Me More.*

6. Scroll down further and click on *Become an Associate.*

7. Type in your birth date...That's it! Welcome to the team!

Non-Customer Becoming an Associate:

1. Go to *www.Powur.com/[Sponsor'sUsername]*

2. Click on *Become an Ecopreneur* on the middle right.

3. Click on *New to Citizenre? Register Here.*

4. Complete the form, read the agreement, click where it say, "*I agree...*" and "*I understand...*", click *Register* to submit the form.

5. Check for an email from the corporate office with your username and password.

5. Login to Your Associate Back Office

Your Associate back office is a phenomenal tool provided to help you run a successful business. Although there is no cost or obligation to become an Associate, representing the company as an Associate means you have your own business and you will succeed beyond your expectations if you treat it as one. As a business where you talk to everyone about what you offer, a great deal of your expenses can be tax deductible. Check with a tax authority to determine how you can benefit from these deductions.

1. Go to *www.Powur.com/[YourUsername]*

2. Click on *Ecopreneur Login* in upper right corner.

3. Type in the same username and password used to login to your customer account.

Note: You will see “Associate,” “Independent Direct Seller,” and “Ecopreneur” used interchangably until the new term of “Ecopreneur” replaces the others in the system.

6. Take the Ecopreneur Test

In order to ensure that our company is represented accurately and professionally, Associates are required to learn the basics about our business offering and take a test. Passing the test activates your JoinTheSolution.com website so you can begin registering customers.

You may take the test as many times as you choose. A higher score is taken into consideration when leads are distributed.

1. Login to your Associate Back Office.

2. Click on *Tests* under *My Training.*

3. Optional: Click on *Take Test* and take the test to help you prepare.

4. Print and study the *Ecopreneur Introductory Training* materials (click *Download*).

5. Click on *Take Test* and take the test.

7. Build Your Team

1. Read the *Powur Introduction Letter* in the *Resources* section of your back office. This letter welcomes you to the company and provides an important getting started check list.

2. Read *The 10 Advertising Commandments* in the *Resources* section of your back office. These rules are provided to protect our brand and our offering so we can all benefit in the long term.

3. Send people to your website at *www.JoinTheSolution.com/[YourUsername]*

4. Listen to the training calls, read the *Forum* and *Knowledge Base*, check your back office often, work with your sponsor and upline support.

5. Use the flash presentation, recorded messages, etc..

6. Get organized! You can manage a large team easily if you are organized and know your subject OR you can scramble to manage a small team and expend a lot of energy.

7. If you don't know...ask! There is a lot of support available and a wealth of information on both websites.

8. Talk to people...this is the easiest sell ever! Be professional.
   Go to home and garden shows and home improvement events and talk to people. Ask for referrals. "Who do you know that wants solar power for their home?" or "Who do you know that wants to reduce their electricity bill while helping the environment?" Everyone's talking about the rising cost of electricity, the resistance to more nuclear and coal plants, the conflict over non-renewable resources, etc. Join the conversation and tell them about our offer.

9. Look over *Understanding the Key Driving Forces* in the *Resources* section of your back office. There is a huge amount of information here that can give you ideas for building your business.

10. To add a picture to your website, go the the *Communication* page under *My Tools* in your back office and click *Edit Webpage* in the upper right corner. Read *Create Your Picture with Snipshot* in the *Resources* section for help with cropping and resizing your picture.

11. Don't wait until you know everything to talk to people. It's okay not to know all the answers (no one does) and it gives the people you talk to permission not to have to know it all first either.

8. Process a New Customer

1. Login to your Associate back office.

2. New customers are indicated in the *Messages* area at the top center of the back office.

3. Click on the blue link that reads: *New Customer: Customer's Name.*

4. Verify the customer by typing in the customer's zip code. If the zip code is unknown, contact the customer to welcome them and obtain their zip code.

5. Scroll down to view the houses.

6. Click on the blue link number assigned to each house (if there are any registered, the number will be to the left of the house information).

6. Click on the blue link to open and print the Forward Rental Agreement (FRA) for the house.

7. Mail the FRA to the new customer as per the instructions in the *Complete the Sale* document (print the *Complete the Sale* document from the *Resources* page in the menu).

9. Process a New Associate

1. Login to Associate back office.

2. New Associates are indicated in the *Messages* area at the top center of the back office.

3. Click on the blue link that reads: *New Associate: Associate's Name.*

4. Verify the Associate by typing in the Associate's zip code. If the zip code is unknown, ask for it when you contact them to welcome them to your team.

5. Contact your new Associate to welcome them to your team.

6. Give them this document and encourage them to follow it closely. This document will continue to be updated and improved. Please pass the updated version along to your team as it is made available.