

TVCTODAY

www.tvcmatrix.com

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This is the last opportunity you'll need to take advantage of ever again.

INCREASE YOUR INCOME!

Recruit Part-Timers!

In today's economy, \$300-\$500 a month can make the difference between bankruptcy or survival. Just a couple of days at the truck stop for someone can result in enough sales to make a huge difference in their lives... and yours! Imagine if you had three extra people making only 2 sales each per week. That would be \$165.60 per week, \$717.60 per month, and \$8,611.20 per year for them working part time...and YOU would be making over \$350 in extra override income each month.

If you haven't figured it out yet... TVC is the greatest opportunity you will ever have to become financially independent. Not only can you earn an excellent income through your personal sales and bonuses, but you can also earn unlimited passive income through building a strong team and earning overrides on your team's efforts.

Our goal is to help you achieve financial freedom by helping you build a strong team. We have dozens of truck stops available throughout the country which we want staffed.

So look to your neighbors, your family, your friends and give them an opportunity for that part-time income they need, and give yourself the boost in your own income that you want!

INCREASE YOUR SALES!

And Earn \$8000 a month!

Once you are finished training and understand our selling process, you are on your way to selling 15 applications a week. Remember, the process is INVITATION, PRESENTATION, & CLOSE. During a six-hour shift, you should have 12-15 applications filled out. Of those, you should have 2-3 closed for the day.

If you don't, you can figure out what you need to work on by asking yourself these things:

1. Are you speaking to enough drivers? Are you getting in at least 12-15 presentations during your shift? IF NOT, work on your invitation. Some days you have to change it. One invitation to try is "Driver, come here." Others include, "Where are you from?...", "Are you

continued on p.5



Company Records

PRO-DRIVER

Most Team Apps in a Year
48,545

Most Personal Apps in a Year
2,453

in a Month
314

in a Week
88

in a Day
27

Most Personal Apps in a Year
by a Husband/Wife Team
2,351

MOTOR CLUB

Most Apps
in a Month
21,415

in a Week
5,011

What's Inside

Increase Your Income	1
Increase Your Sales	1
DriverShield...	
A Networkers Dream	2
Top Producers, Mar.	3
Top Producers, Apr.	4
Club Winners	5
Understanding Bonuses	6

The DriverShield Free Gas 24-7...

A Networking Dream

How many people do you know who are out of work and are looking for an opportunity to start their own business, but don't have any capital to invest to get a business started? How many people do you know that just need to make an additional \$300 to \$500 per month. How many people do you know whose kids are starting to drive, or are getting ready to head off to college...and they just don't know how they are going to handle the additional expense.

With FreeGas 24-7 you can show them an opportunity to build their own business. As they build their business they don't have to worry about:

- Developing and Maintaining Products – we've done that for them...
- Calculating and Paying Commissions – we've done that for them...
- Developing and Distributing Sales Material – we've done that for them...
- Creating and Issuing Fulfillment Material – we've done that for them...

Since our success is DEPENDENT upon the THEIR SUCCESS, we work diligently to assist them in their sales efforts by providing them with:

1. A state of the art website which allows them to:
 - a. Track Sales and Commissions.
 - b. Manage their Organization by tracking the sales of their organization.
 - c. Communicate with their Organization though email.
 - d. Enter new sales in a real time environment which validates credit cards and bank account routing numbers on the fly.
 - e. Have direct access to Sales and Marketing materials online in PDF format.
 - f. Maintain banking information for commission payments.
 - g. And much, much more...
2. An Associate Services department, which is here from 8:00 am to 8:00 pm Monday through Saturday to assist in sales input, product information, commission inquiries, or a host of other services that will help them succeed.
3. Our Call Center for Member Services which is open 24 hours a day, 365 days a year to assist our members with Auto and Legal Needs.

The cost to get started... **ZERO!** You make a sale, you get paid. It is that simple. Better yet, if you have a personal membership, you can also receive matrix income.

Success is not the result of spontaneous combustion. You must set yourself on fire.

--- Reggie Leach

Eighty percent of success is showing up.

--- Woody Allen

Top Producers

March

EDIR Bonus

- PHP Benefits • Bob O'Brien
- Tina Strange • Elvia Eaton
- Sandra Cortez • Chris Cooper
- Peter Arns • Terry Castaneda
- Chris McAtee • Talisa Tenorio
- Maria Vargas • Michael Arch
- Molly Staples • Richard Bradshaw • Anthony Prano • Rose Dobran • Ramiro Talavera • Debi Tonkovich • Donna Jackson
- Jacquelyn Woodruff • Justin Coffee • Michelle Sharkey
- Rashaan Elam • Al Lawson
- Tera Brooks • Terry Dean
- Veronica Garza • Wanda Hodges

Total Team Builders*

**any TVC Associate*

- (1st) **Debi McLellan Tonkovich**
with 3999 team sales
- (2nd) C Marketing
- (3rd) NW Business Advisors
- (4th) Al Lawson
- (5th) Donna Jackson

Top NEW Team Builders*

**with TVC under one year*

- (1st) **Sarah Karoly, with 248 team sales**
- (2nd) Tina Strange
- (3rd) Anthony Prano
- (4th) Nicole Dusseau

Top Team Builders*

**with TVC under two years*

- (1st) **Sarah Karoly, with 248 team sales**
- (2nd) Tina Strange
- (3rd) Maria Vargas
- (4th) Anthony Prano
- (5th) Michael Arch

Top Team Builders*

**with TVC under three years*

- (1st) **Jacqueline Woodruff, with 886 team sales**
- (2nd) Tera Brooks
- (3rd) Michelle Sharkey
- (4th) Elvia Eaton
- (5th) Sarah Karoly

Insurance Bonus Winners*

\$600 Bonus

PHP Benefits

\$480 Bonus

- Tina Strange • Elvia Eaton
- Sandra Cortez • Peter Arns • Terry Castaneda

\$380 Bonus

- Talisa Tenorio • Maria Vargas
- Michael Arch • Molly Staples
- Richard Bradshaw • Anthony Prano

\$213 Bonus

- Rose Dobran • Ramiro Talavera
- Marisa Fife • Norma Lozoya
- Trina Cooper-Maolud • Dean Allender • Melinda Hatherley
- Douglas McLean

\$100 Bonus

- Tera Brooks • Rashaan Elam
- Bennie Rodriguez • Jorge Siverio
- Gabriel Lozoya • Manuel Balderas • Carmelo Rodriuez
- Terry Dean • John hennessy
- Jenny Toulouse • Steven Crist

**Winners must meet Insurance Bonus qualifications to receive the bonus.*

Top Weekly

Truck Stop Sales

Week of 03/01/09

- (1st) **Tina Strange (40)**
- (2nd) Elvia Eaton
- (3rd) Peter Arns
- (4th) Talisa Tenorio
- (5th) Rose Dobran

Week of 03/08/09

- (1st) **Tina Strange (46)**
- (2nd) Peter Arns
- (3rd) Terry Castaneda
- (4th) Maria Vargas
- (5th) Michael Arch

Week of 03/15/09

- (1st) **Sandra Cortez (39)**
- (2nd) Anthony Prano
- (3rd) Elvia Eaton
- (4th) Tina Strange
- (5th) Tera Brooks

Week of 03/22/09

- (1st) **Molly Staples (38)**
- (2nd) Tina Strange
- (3rd) Talisa Tenorio
- (4th) Sandra Cortez
- (5th) Dean Allender

Top Monthly Producers

Top Pro-Driver

Outside Sales

- (1st) **PHP Benefits (497)**
- (2nd) Tina Strange
- (3rd) Elvia Eaton
- (4th) Sandra Cortez
- (5th) Peter Arns

Top Total

Truck Stop Sales

- (1st) **Tina Strange (165)**
- (2nd) Elvia Eaton
- (3rd) Sandra Cortez
- (4th) Peter Arns
- (5th) Terry Castaneda

Top SBCA Sales

AC Agency (924)

Top Motor Club Sales

GN Agency (769)

Top Pro-Driver Sales

PHP Benefits (497)

Top Home Office Sales

Bob O'Brien (183)

Top States

(1st) New York (2427)

- (2nd) Oklahoma • (3rd) California • (4th) Texas • (5th) Michigan • (6th) Ohio • (7th) Illinois • (8th) Georgia • (9th) Virginia • (10th) Nevada

Top Producers

April

EDIR Bonus

- PHP Benefits ● Bob O'Brien
- Elvia Eaton ● Sandra Cortez
- Tina Strange ● Richard Bradshaw ● Talisa Tenorio
- Michael Arch ● Douglas McLean
- Wes Wolf ● Molly Staples ● Peter Arns ● Chris McAtee ● Chris Cooper ● Terry Castaneda
- Ramiro Talavera ● Debi Tonkovich ● Donna Jackson
- Jacquelyn Woodruff ● Justin Coffee ● Michelle Sharkey ● Al Lawson ● Veronica Garza
- Wanda Hodges

Total Team Builders*

**any TVC Associate*

- (1st) **Debi McLellan Tonkovich**
with 3,399 team sales
- (2nd) C Marketing
- (3rd) Donna Jackson
- (4th) NW Business Advisors
- (5th) Al Lawson

Top NEW Team Builders*

**with TVC under one year*

- (1st) **Sarah Karoly, with 191 team sales**
- (2nd) Tina Stange
- (3rd) Anthony Prano
- (4th) Dennis Clarkson

Top Team Builders*

**with TVC under two years*

- (1st) **Sarah Karoly, with 191 team sales**
- (2nd) Tina Strange
- (3rd) Maria Vargas
- (4th) Michael Arch
- (5th) Anthony Pran

Top Team Builders*

**with TVC under three years*

- (1st) **Michelle Sharkey, with 358 team sales**
- (2nd) Tera Brooks
- (3rd) Elvia Eaton
- (4th) Sarah Karoly
- (5th) Tina Strange

Insurance Bonus Winners*

\$600 Bonus

PHP Benefits

\$480 Bonus

Elvia Eaton ● Sandra Cortez ● Tina Strange

\$380 Bonus

Richard Bradshaw ● Talisa Tenorio

● Michael Arch ● Douglas McLean

● Molly Staples ● Peter Arns

\$213 Bonus

Terry Castaneda ● Ramiro Talavera ● Norma Lozoya ● Maria Vargas

\$100 Bonus

Marisa Fife ● Michelle Sharkey

● Bennie Rodriguez ● Trina Cooper-Maolud ● Kimberley Brown

● Wanda Hodges ● Jenny Toulouse

● John Hennessy ● Gabriel Lozoya

● Marty Strange ● Lesik Harper

● Anthony Prano ● Carmelo Rodriguez ● Deborah Temple

● Jorge Siverio ● Manuel Balderas

● Maria Mata-Artis ● Steven Crist

**Winners must meet Insurance Bonus qualifications to receive the bonus.*

Top Weekly

Truck Stop Sales

Week of 03/29/09

- (1st) **Elvia Eaton (29)**
- (2nd) Richard Bradshaw
- (3rd) Molly Staples
- (4th) Norma Lozoya
- (5th) Douglas McLean

Week of 04/05/09

- (1st) **Tina Strange (38)**
- (2nd) Sandra Cortez
- (3rd) Talisa Tenorio
- (4th) Elvia Eaton
- (5th) Michael Arch

Week of 04/12/09

- (1st) **Elvia Eaton (34)**
- (2nd) Talisa Tenorio
- (3rd) Peter Arns
- (4th) Richard Bradshaw
- (5th) Sandra Cortez

Week of 04/19/09

- (1st) **Elvia Eaton & Peter Arns (32)**
- (2nd) Talisa Tenorio
- (3rd) Sandra Cortez
- (4th) Molly Staples
- (5th) Terry Castaneda

Top Monthly Producers

Top Pro-Driver Outside Sales

- (1st) **PHP Benefits (392)**
- (2nd) Elvia Eaton
- (3rd) Sandra Cortez
- (4th) Tina Strange
- (5th) Richard Bradshaw

Top Total Truck Stop Sales

- (1st) **Elvia Eaton (145)**
- (2nd) Sandra Cortez
- (3rd) Tina Strange
- (4th) Richard Bradshaw & Talisa Tenorio
- (5th) Michael Arch

Top SBCA Sales XP Agency (655)

Top Motor Club Sales IN Agency (206)

Top Pro-Driver Sales PHP Benefits (392)

Top Home Office Sales Bob O'Brien (175)

Top States

- (1st) **Oklahoma (1400)**
- (2nd) Texas ● (3rd) California
- (4th) Illinois ● (5th) Michigan ●
- (6th) New York ● (7th) Ohio ●
- (8th) Georgia ● (9th) Florida ●
- (10th) Pennsylvania



Club Winners

March

Weekly App Club (actual apps, not count)

60 Club
PHP Benefits

50 Club
PHP Benefits

20 Club
Tina Strange

15 Club
Elvia Eaton • Peter Arns • Talisa
Tenorio • Rose Dobran • Terry
Castaneda • Sandra Cortez • An-
thony Pranzo • Molly Staples

April

Weekly App Club (actual apps, not count)

50 Club
PHP Benefits

40 Club
PHP Benefits

30 Club
PHP Benefits

20 Club
PHP Benefits

15 Club
Tina Strange • Sandra Cortez •
Talisa Tenorio • Elvia Eaton
• Peter Arns

continued from p.2

Increase Your Sales!

married?...,” or “Have you ever had a ticket?...,” “BECAUSE... then start flipping pages in the presentation. Remember, the presentation is to find out which hot buttons interest your prospect.

2. Are you interviewing drivers or letting them interview you before you get them to the booth? IF SO, don't ask questions like “Can I show this to you?” or “Have you seen this before?” You will get a quick NO answer and the driver keeps walking. If a driver responds, “What is it?,” respond with “Come here and let me show you.” And start flipping the pages of your presentation. If you answer something like “legal service,” “reward income,” “discount benefits,” or “CDL membership,” they'll say they have it, don't need it or some other form of rejection and keep going. Make them come to the booth to get the information.
3. Are you expecting to write 15 apps per day? Do you take 15-20 packs ready to go to your booth every day? YOU SHOULD!
4. Have you made buddies at the truck stop who are robbing your selling time? Do they tell you how slow the truck stop is? Remember, you are only paid when you sell memberships. Stay focused and remember, our business is not like anything else in the truck stop. We provide a necessary service for the driver. We are the solution to many of the problems they face on the road.
5. Do you have a hard time getting “talkers” away from the booth. Sometimes members or prospective members don't seem to understand that we are working. If you can't seem to get rid of a talker, be polite and excuse yourself to the bathroom. If that doesn't work, just let them know that you work on commission and really need to get back to work.
6. Do you work your entire shift? Do you get there late or leave early? There are times when you will write 2-3 applications when you are setting up, and days when you'll write sales in the last 30 minutes of your shift. Don't give up on selling 2-3 per day. Work your shift, your sales will come.
7. If TVC is willing to pay you \$112 per sale (with a 30 count per week), WHY NOT TAKE IT? Stay an extra hour, work an extra day. Did you know TVC pays \$480 in health bonus with a 105 count for the month? Extra dollars every month you qualify. Why settle for any less?
8. Do you try to close every prospect? Every time you let a prospect go without trying to close them, you've just set them up to be sold at another TVC booth at another truck stop. Go for the close EVERY TIME.
9. Are you working a weekend shift? IF NOT, you are missing out. The truck stops are packed with drivers sitting around with time on their hands.
10. Do you reward yourself by leaving if you've met your goal early in your shift? If you are having a great sales day early on, DON'T LEAVE! Let your hot streak roll and see what you can do!
12. How's your attitude? A GOOD ATTITUDE IS THE MOST IMPORTANT THING YOU CAN HAVE. There is not one salesperson we have that can't get 15 apps a week if they follow the procedures they've been taught.
13. Do you have a goal? Add to your goals something you really want, like a vacation, new car or new house. Make it something that never would have been possible without TVC, then make it happen!

In closing, learning the three step process on how to write sales is key: INVITATION, PRESENTATION, CLOSE. The rest is up to you. Will \$8,000 a month change your life? You can have it!

HAPPY SELLING!

UNDERSTAND YOUR BONUSES TO EARN ADDITIONAL INCOME!

It's easy to earn extra income each month. Read below for an overview of just some of the bonuses you can earn. Talk to your upline, or review "Understanding Your Marketing Plan" in the Sales Training Manual for more bonuses and details about qualifying.

Health Bonus

To qualify for the health bonus you must have an ACTIVE SBCA MEMBERSHIP with an on-going method of payment worth \$42.90 or greater. Once you qualify, the Health Bonus is strictly based on personal sales count each month. (The following indicates potential Health Bonus based on sales of 4885 Pro-Driver memberships with on-going pay.)

\$100 - 22.5 Applications per Month - Average 5.6 Applications per Week
\$213 - 32.5 Applications per Month - Average 8.1 Applications per Week
\$380 - 42.5 Applications per Month - Average 10.6 Applications per Week
\$480 - 52.5 Applications per Month - Average 13.1 Applications per Week
\$525 - 95 Applications per Month - Average 23.75 Applications per Week
\$600 - 125 Applications per Month - Average 31.25 Applications per Week

Executive Director (EDIR) Bonus

To qualify for the Executive Director Bonus, you must have 36 PGV the previous month, AND you must have 75 personal Pro-Driver or SBCA sales with on-going payment method in the previous month or have a team of three first-level legs that produce 25 Pro-Driver or SBCA sales with on-going payment method per leg in the previous month. (One leg cannot count for more than 25 Pro-Driver or SBCA sales to qualify.)

The following month, you will receive an additional \$5.00 on all personal Pro-Driver or SBCA sales with an on-going payment method and on all team Pro-Driver or SBCA sales with an on-going payment method, made that following month, down to the next Executive Director Bonus Qualifier. At that point, you receive \$2.50 on all Pro-Driver or SBCA sales with an on-going payment method down to the second Executive Director Bonus Qualifier; \$1.50 down to the third Executive Director Bonus Qualifier and \$1.00 per Pro-Driver or SBCA sale with on-going payment method down to the fourth Executive Director Bonus Qualifier in your downline.

Cash Winner Bonus

The amount of cash you earn for each sale with on-going payment increases the more sales you make each week. For example, when you sell 4885 ProDriver memberships, you could earn: from \$82.80 to \$112.80 per sale. The difference between the base commission and the commission you are paid as the result of your sales count is your Cash Winner Bonus.

4885 Applications: Commission Advance PER SALE

1	\$82.80
4	\$87.80
5	\$90.30
6	\$92.80
8	\$97.80
10	\$102.80
15	\$112.80

All Bonuses are based on commissionable and processable sales with on-going payment method. Refer to your training manual for details.