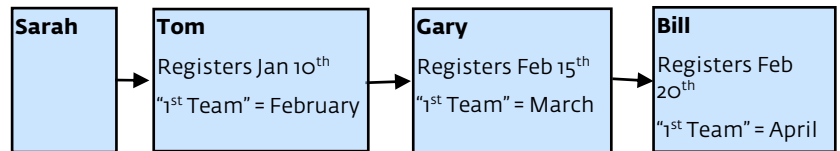


**Example: How Teams Function**



Here are examples of the Team concept at work in the **I CAN** System:

1. **Sarah** registers **Tom** on January 10<sup>th</sup>. Tom is now a Junior Associate and Sarah is his Senior Associate. Sarah begins immediately to support Tom with 3-4 phone calls per week to 1) assembling his **I CAN Action Manual**, 2) learning the System, and 3) begin sharing with others. Tom's "First Team" weekly Call (FULL TEAM – Tom, Sarah, Trainer and Manager) does not begin until February 1<sup>st</sup>. Tom has until February 28<sup>th</sup> (from January 10, his registration date, until the last day of his first full month) to register his first associate in the **I CAN** Program.
2. Tom registers his new associate, **Gary**, on February 15<sup>th</sup>, and he is immediately the Senior Associate to Gary, serving in that role until Gary registers his first associate. The Team that existed with Tom as a Junior Associate continues to exist until all members of that Team register their associate for that specific calendar month. In other words, if all Team members have their new associates registered by the 20<sup>th</sup> of February, then that specific 4-member Team is done.
3. If Gary (who registered on Feb 15<sup>th</sup>, and whose "First Team" calls begin March 1<sup>st</sup>) register his first associate, **Bill**, on February 20<sup>th</sup>, before his "First Team" Team call even begins, Gary immediately steps into his new role as Senior Associate to Bill. Bill's "First Team" call would not begin until April 1<sup>st</sup>, but Gary can have Bill listen in on Gary's "First Team" call in March to increase Bill's training, while Gary participates and encourages his "First Team" members to fill their one registration for that month since he is already complete.
3. After an partner has been in the **I CAN** program for 6 full months, they will start their 4<sup>th</sup> Group with the registration of their 6<sup>th</sup> new **I CAN** partner. Their sponsor and others above them in the program will not serve any of the Team roles for the 4<sup>th</sup> Group. In other words, when they register this 6<sup>th</sup> person, they will serve in the roles of Manager, Trainer and Senior Associate to their 6<sup>th</sup> Junior Associate, and not rely on their sponsor for the development of the 4<sup>th</sup> group. This does not create any additional calls for the associate, just additional responsibilities. As new partners come into the team and roles shift downward into that 4<sup>th</sup> group they will no longer carrying any role responsibilities. This way, all Team responsibilities truly will be complete at the end of the 12-month period for those who follow the **I CAN** program.

**IMPORTANT:** Do not let your Teammates register more than one **I CAN** partner in any given month. To do so creates an excessive number of Team calls, and the System will not produce the predictable results desired.