

iMarketsLive Success Manual

the guide to start your trading and networking business

Welcome to IML! You have just taken your first step into controlling your wealth and growing it on your terms! Throughout this manual, you will be told **STEP BY STEP** how to setup your iMarketsLive Business, Trading Accounts, Back Office, and also learn how to build your team in an easy to follow method that has **PROVEN** success! Lets get started!

Your First 24 Hours

Step 1 - Setting Up A Broker

The first thing you will need to do, before even logging into your back office, is set up your broker account. A broker is the institution that you trade through. They are a legal cooperation **OUTSIDE** of IML which, regardless of the person, you trade through to be legally allowed into the markets. Like the trading floor you see for stocks, it is the company you are trading the markets through. The difference of brokers is similar to the difference between banks; there isn't much one. They all simply have different spreads for the market (commission they take) but due to the competitive nature of the markets, they are all very similar. Unless you have \$100,000+ to trade with, you will be going through brokers that allow a **MICRO** account. That simply means you are opening an account with less than \$100,000 capital in it. The broker we use that allows that and is trustworthy is called **TRADERSWAY**. We set up our **LIVE** and our **DEMO** account through their broker. These steps will help you set up an account.

Opening A Live Account

1. Go to www.Tradersway.com
2. Go to “Open Live Account”
3. Fill Out Personal Info



Registration

Personal information

First name

Last name

E-mail

Country

Birthday

Cell
+ ()

How did you know about us?

Other personal details can be added later in Private Office

4. Put “The Xchange” in the area where it says “how did you hear about us” this will give you a promotional special on the commissions they take, so you will save a bit extra per trade!
5. Select MT4.ECN. US account, leverage keep at 1:1000

Choose a type of account:

Live account Demo account

MT4.ECN.	The MT4.ECN. account is a unique account which provides you with direct access to the interbank market through the most popular and user-friendly MetaTrader 4 trading platform.
MT4.VAR.	
MT4.FIX.	<ul style="list-style-type: none">• Tight spreads from as low as 0 pips• Minimum initial deposit 10 USD only• Minimum order size – 0.01 standard lot (1000 units)• Maximum leverage – 1:1000• MetaTrader 4, MetaTrader 4 Mobile
CT.ECN.	

\$ USD € EUR

I declare and confirm that I have read, understood, fully agree and accept [Customer Agreement](#)

Open account now

6. After that, you will be given an account number and password for a MT4.ECN. LIVE account as well as a login and password for the TRADERSWAY back office. Save both of these as you will need the first one to log into your trading apps, and the second to log into where you deposit and withdraw money from.

Dear [REDACTED]

In accordance with your online application we've opened for you a trading account with the following details:

Account type: MT4.ECN. Live
Number: [REDACTED]
Password: [REDACTED]
Currency: USD

We've also created a user ID in Trader's Way [Private Office](#). Your access details are the following:

Login: [REDACTED]
Password: [REDACTED]
Phone password: [REDACTED] (you can use this password for all your trading accounts)
PIN code: [REDACTED]

To start trading you need to **verify** your account and **deposit** money. Please check our [verification requirements](#) and [payment options](#).

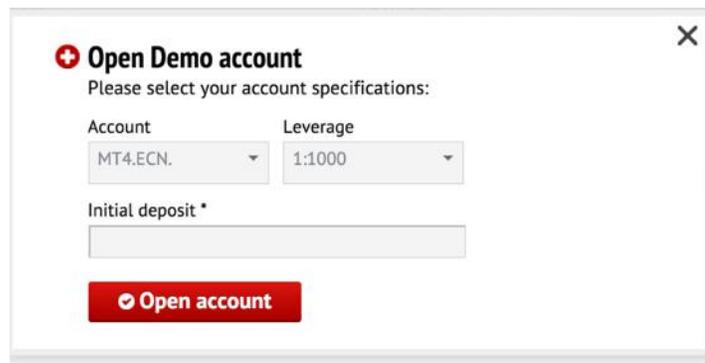
7. You will need to verify documents through them just like a bank so they know it is legally you trading that account. So upload the documents they need (passport/drivers licence & proof of address which is a piece of mail with your address and name, a bank statement or bill works fine) and you will be emailed showing your account has been verified

8. After that you will be able to log onto your account and go to deposit money. They will sometimes ask for a card confirmation by making a \$0.0X transaction on the card and you need to key in the amount to verify. If it asks for that, simply follow the steps, its more security for you and your account. You will receive emails with confirmations.

Opening A Demo Account

A demo Account is where you are able to trade on the REAL markets but with FAKE money. People do this for practice, to learn, to test out strategies and its always recommended to start on a demo account for at least 1-2 weeks before going live. You want to know the FUNCTIONALITY of the trading software before being able to risk real money. If you don't know how to put a risk cap on a trade you could blow an account just from not knowing what your doing. Opening a DEMO account is very simple

1. Log onto your TRADERSWAY back office
2. Press on the OPEN DEMO ACCOUNT button
3. Select amount of demo money you would like to practice with
4. Keep it at MT4.ECN. 1:1000 , as its not needed to change
5. Open Account



+ Open Demo account ×

Please select your account specifications:

Account: MT4.ECN. Leverage: 1:1000

Initial deposit *

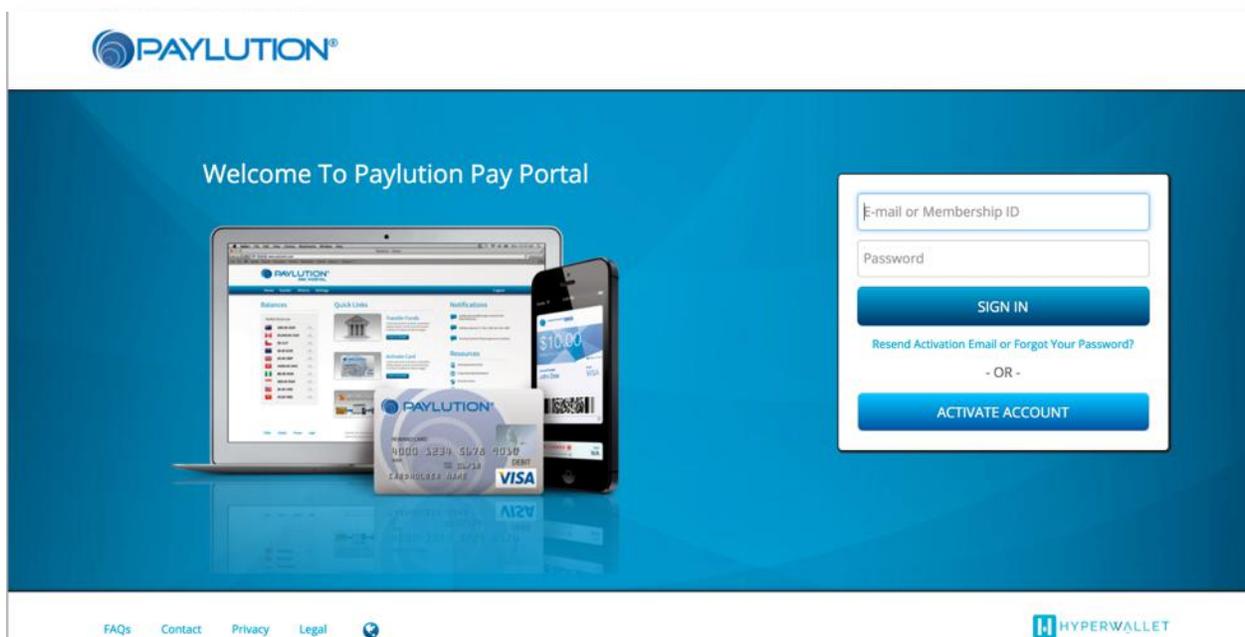
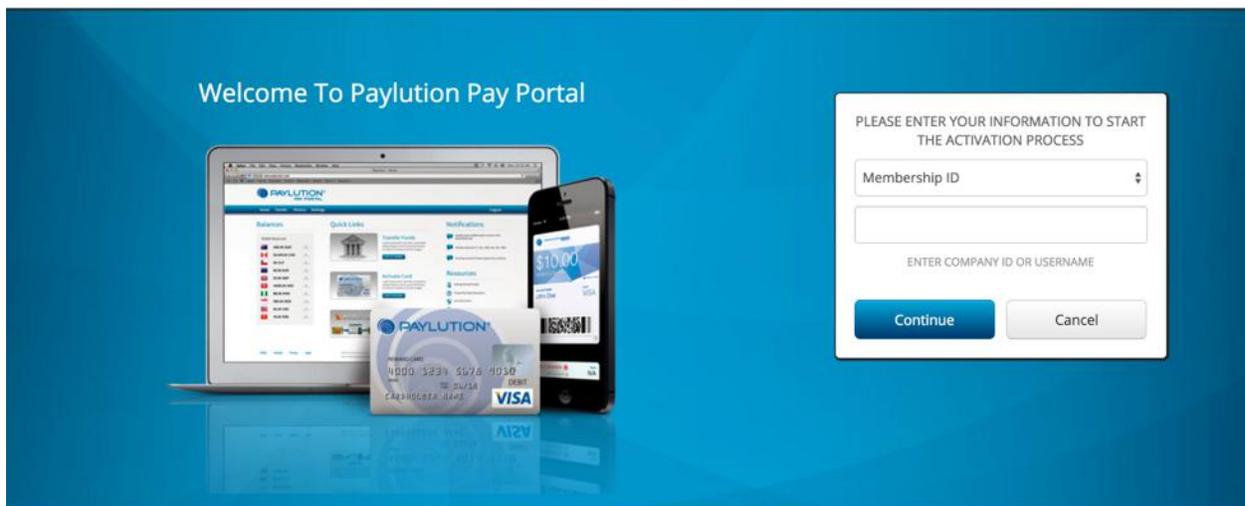
+ Open account

It will then give you a login and password for the account, save that info as it will be needed for you to trade demo on your software. You now will have a DEMO account ready to trade, as well as a LIVE account ready to trade. From that screen on your TRADERSWAY back office, you can also create as many LIVE or DEMO accounts as you please. In IML it is best to use 2 LIVE accounts, one for your own trading and one for the AutoTrader.

Step 2 - How To Set Up Your Paylution Account

When getting paid commission from IML, you will be getting money into your PAYLUTION account. PAYLUTION is the merchant from which all IML IBOs get paid from. To get to your account simply log into IML back office, press on the office tab, and scroll down until you see “BACK OFFICE”. From there you will see a tab that says “COMISSIONS”. Open it and you will see another tab that says “PAYLUTION LOGIN”. Enter via there.

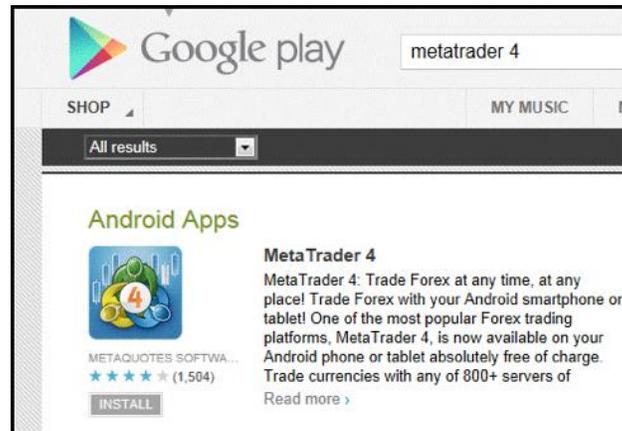
- Select ACTIVATE
- Select MEMBERSHIP ID and put in your login info for IML login
- Follow through instructions and you will have activated the account. You can order the HYPERWALLET Reloadable VISA for commissions once you earn commissions.



Step 3 - What You Need To Trade

Now that you have a broker all set, we can download the apps and software needed for you to trade!

FOR PHONES - Download Meta Trader 4 - On Your App Store



COMPUTERS - WINDOWS:

You will need to download MetaTrader 4 On Your Desktop. To do this,

1. go to www.tradersway.com
2. select the "TRADING PLATFORMS" Tab and then "METATRADER 4" Tab
3. on that page, you will scroll to the bottom to where you will see a blue [here](#)
4. Press on the [here](#)
5. Next, press the [DOWNLOAD THE MT4](#) link in the text to download the software for the computer

You will be able to then use the software and it will show you a chart screen!

COMPUTERS - MACS

1. go to www.tradersway.com
2. select the “TRADING PLATFORMS” Tab and then “METATRADER 4” Tab
3. on that page, you will scroll to the bottom to where you will see a blue [here](#)
4. Press on the [here](#)
5. Next, follow all steps on this page

MetaTrader 4 was designed for Windows OS. To run MT4 on Mac OS you can use various applications. MetaQuotes, the MetaTrader 4 vendor, recommends WineBottler's free software - Wine. You can Download it from the WineBottler website.

Download the installation dmg-package of WineBottler to the computer running Mac OS and start it. Actually, only the Wine software itself is needed from this package. In order to start installation, drag&drop the Wine icon on the Applications icon. As soon as you do it, the installation will start. Wait until it is complete.

Step 4 - Using The AutoTrader

The auto trader is a system IML has that allows you to relax as your account is following an expert trader who is trading his own money! It will calculate your risk and follow him to the millisecond, so you trade what he trades! To use the autotrader, it is quite simple. All you need to do is go to www.fxsignalslive.com where we have our program hosted. There you will login on the login tab using your IML login and password.

From there you will need to follow some simple instructions.

1. Go to MY ACCOUNT
2. Press ADD BROKER ACCOUNT
3. Enter your Account Login and Password for your LIVE account, as well as a nickname to remember what account it is using
4. Turn OFF Direct Connect, it will turn to HOSTING
5. Select “Broker With Managed Hosting” to TRADERSWAY and then ADD ACCOUNT

6. Go To TRADERS and select EURO MASTER TRADER
7. Press the COPY TRADES Button
8. Press COPY
9. Select your account you created, keep EMAILS as YES and then press NEXT
10. Keep MULTIPLIER at 1 and press NEXT
11. It will bring you to an option where you can pay \$15.00 a month for the auto trader. This is a mandatory \$0.50 a day fee to keep the servers running for us since we have micro accounts. Select that info and then proceed. You will be directed to a PAYPAL area where you can then pay for the auto trader via PAYPAL. We use PAYPAL since it is secure, can work for any card worldwide for our clients and is guaranteed.

Once you pay, you will be notified by email in 24-48 hours of the auto trader being active. **DO NOT TRADE ON THIS ACCOUNT WHILE IT IS ON AUTOTRADE.**

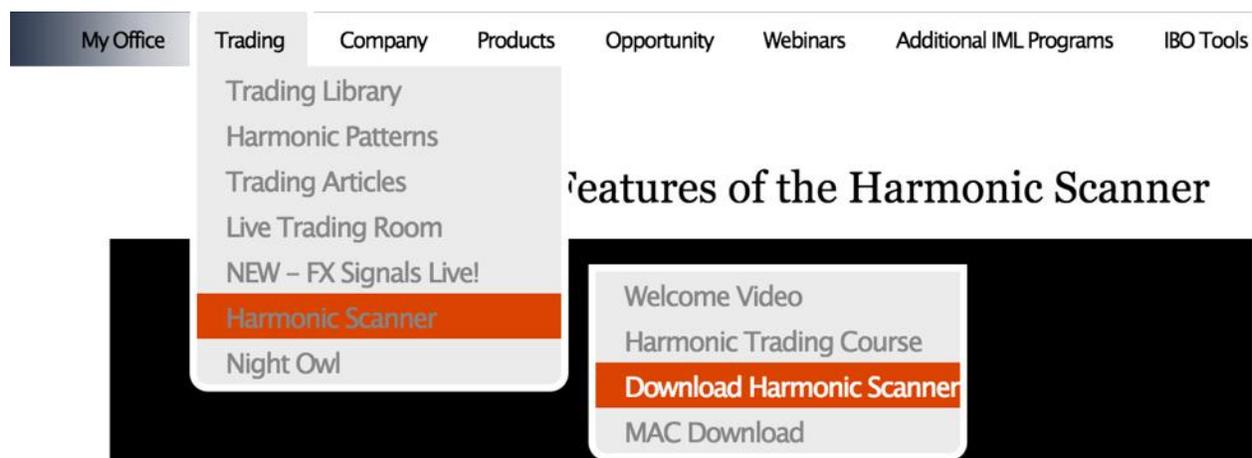


Step 5 - Downloading The Harmonic Scanner

Next goal is to download the harmonic scanner onto your tradersway platform! It can only work on the computer, so make sure you have one. What the scanner will do when you have it on, is simply tell you certain trades that are good probability that you should place. It will give you an entry, a stop loss, and 3 take profits. It will also tell you what lot size to place based off 1%, 2% or 3% of your account.

To download the scanner, simply log onto your IML back office, go to the TRADING tab, press on it, go down to the HARMONIC SCANNER tab, press on it, and go to DOWNLOAD HARMONIC SCANNER. If you have a MAC simply go to the MAC DOWNLOAD tab.

There will be a video explaining how to download it, as well as a download button for you to get it. Download the file to your computer and simply follow the video all the way through. *NOTE* the video is shown using a FXCM MT4 rather than TRADERSWAY MT4, it will work the same so simply ignore the fact he is using a different one. The Tradersway download will be the exact same.



Step 6 - How To Access The Live Trading Room

The Live Trading Room is where people get to gather from 8:00am EST to 12:00amEST and trade with Chris Terry himself! It usually comprises of ONE HOUR of FOREX to start, analyzing the markets, then ONE HOUR of fast FUTURES trading, where we recommend you start with \$3000-\$5000 in your TRADERSWAY broker to start, then TWO HOURS or less of questions and training, if the students have questions. To access the trade room it is very simple. Simply go to your IML back office, select the TRADE tab and then the LIVE TRADING ROOM tab. There they have a video on how to download and use the room for WINDOWS as well as a person to email to have it working for MAC users. Simply follow the instructions in the video slowly and to the word and you will have your trade room accessed!

LIVE TRADING ROOM

- Join Live Trading Room
- Live Trading Setup (Windows)
- Live Trading Setup (Mac)
- Using the Live Trading Room
- Live Trading Room Etiquette



**This service is available during trading hours, between 8:30am to 12:00pm EST.*



Step 7 - Understanding The Back Office

For a basics on going through your back office, simply press on the OFFICE tab, scroll down until you see a GETTING STARTED section, PRESS on the image and it will bring you to a few videos to help you navigate through the back office!

You are now complete the 24 Hour Fast Start Setup!

The 8 Step System

You not only need to know this, but you also need to know how to teach this. This is Affiliate Marketing. Like Amazon but WAY better pay plan. There are 2 ways to build this type of business

SPONSOR DEPENDENT: “Let me do all the talking for you.”

You do NOT want this

System Dependent: People will use the tools so you can enjoy your life

You DO want this

THINGS YOU MUST LEARN BEFORE ANYTHING

1. Compensation Plan - Watch Videos, Read The PDF
2. Back Office - Spend an hour going through it to learn it
3. How to Enroll - What is process to enroll someone from paying to training
4. How to Place People In Your Genealogy Properly

Your success in this business is 100% dependent on you. We are guidance and resources for you, but not here to guarantee your success, you need to put in the work still to make yourself successful. Those who treat this like a business will be paid like a business.

The reason people quit is because they listen to NAYSAYERS. They let other people dictate their results & where they want to go in life. They don't embrace failure, they don't have a personal attachment or they aren't trained.

Make sure you are surrounded by positive posts and people, make sure you decide what you do, not others, make sure you understand you may fail along the way a few times, and make sure you and your team are trained and trading!

Step 1: Dreams & Why

People don't care what you do, but more WHY you do it.

Your why must be emotional, not just to make money.

Your why needs to be motivating/uplifting.

Your why is the reason your in this business, the reason your doing what 97% of people wont do. The reason your making the sacrifice to be where most wont go.

If your why is only for money, you will find people who want money, and if they don't make money immediately they will quit.

You must build relationships with your team, have emotional connections with those people. DON'T just let them watch videos and assume they are ready. People don't stay in a business if they don't feel connected.

WHY CIRCLE: Where the team shares why they are in the business and where they are going with it

“You become what you think about most of the time”-Earl Nightingale

Spend more time dreaming, then thinking negative.

Be able to DREAM and IMAGINE where you will be residually in 3 months, 6 months, 9 months, 1 year, 3 years. Write them down to visualize your life at those points.

3 Month: _____

6 Month: _____

9 Month: _____

1 Year: _____

3 Years: _____

If you don't hit those goals, simply look at how far you've gotten, and re evaluate your goals for a more accurate speed.

Step 2: Attitude

A negative mind will NEVER bring a positive life.

Attitude is This: Each failure is a learning experience to help me be where i want, compared to where I am now.

How much can you embrace failure? Because failures is what leads to results. You see, whoever uses the product, share the product more will win. Its all RATIOS. Success is a law of RATIOS.

Make sure your team is in a Campfire Effect

CAMPFIRE EFFECT: Its easier to do things together than alone. When everyone sticks together on a weekly basis, they never leave the business, its called campfire effect. Don't do the business alone. DONT email, DONT text, CALL people to see who can come. Build emotional relationships!

Take time, build value, and THEN invite. Do it together.

EVENTS: The one who can promote events the most makes the most money. When you have an upline hosting an event, use that leverage for your guests. You will have more success at those events.

If you can't self motivate, if you need someone to push you, you WONT make it. You want to be motivated to share, but only if educated.

DONT BE A MOTIVATED IDIOT

DONT BLAST SOCIAL MEDIA

DONT BLOW UP YOUR NEWS FEED

Be smart, network with other members, comment and like and excite each other.

Block idiots/ negativity.

Step 4: Lead With The Product

You'll EVENTUALLY need to learn everything

WHY? If you can handle ANY objection there is no way you will fail.

1. IML - It is a FOREX education and TRADING company designed to help people learn and profit using forex as their vehicle.

2. It has 3 core "Products":

- FXSignalsLive - Trade Hands Free and Follow an Expert Trading His Own Money
- Harmonic Scanner To Trade On Your Own Time With Good Accuracy
- Trade Room in AM where we've profited \$150 a day in an hour, and PM sessions

FX SIGNALS LIVE:

- Works best with accounts of \$1000+
- Has had a 180% ROI over 9 months
- Will trade your account at the same RISK RATIO as the expert trader, and will follow his trades identically
- No trade experience needed to operate

HARMONIC SCANNER:

- Works On Computer
- Shows Trades To Do
- Has Entry, Stop Loss, Take Profits, And Risk Management Indicators
- Automatically Shows New Patterns As They Arrive

TRADE ROOM:

- Goes from 8:00amEST-11:00amEST as well as LONDON SESSION
- First hour of MORNING is FOREX
- Second hour of MORNING is fast paced FUTURES, where we earn \$150avg
- Third hour of MORNING is classroom questions
- London Session will be forex analysis and calling of trades

Step 5: Lead With Business

The business is a lucrative opportunity with good benefits, from compensation, to tax benefits. But regardless you WILL hear basic objections. Here's how to handle them.

“I don't have the money” - What are you doing to change that? If you don't have the money, then you NEED something like this to help you out

FFF= Feel Felt Found - Use this method in your speech

“I understand how you feel, at first I felt I didn't have the money too, but then I found out that if I don't do something like this, that might never change”

“Its a pyramid” DONT defend it - explain the concept

most large companies spend MILLIONS of dollars on 2 things

1. To have their product in stores
2. To have companies advertise for them

Advertising is usually UP TO 40% of a companies budget

For this, when you buy the product as a CONSUMER and STUDENT, you get an app on your phone and computer with a profile, kind of like Facebook and Amazon combined. If anyone wants to buy the product you are using, they can go through your site and order it. When they do, they get put on ONE of THREE teams of your choice. The bigger all teams get, in a even ratio, the more you make.

This is like LIFE INSURANCE, TUPPERWARE, PHONE BILLS, even BANK LOANS
We get them into the system, set up their software, and get them into their WHY.
You should need to talk less the more you show the products.

Step 6: Goals

The secret to goals, is to not have realistic ones.

“Dream big dreams, small dreams have no magic.”

Have goals that are SCARY!

Know how many members you need to hit each rank.

Keep goals TANGIBLE, meaning with steps to achieve them.

Set WEEKLY goals to stay accountable, as well as a DAILY SCHEDULE.

Step 7: Utilize Upline

If you are ever having an issue, take it to your upline, not your downline or crossline.

There is no use for small talk to your upline, as they have many people they are trying to help achieve goals. During the quiet times we meet all together is a good time to catch up.

When using an upline for a call, don't just get him on and say “Hey this is ____ he makes ____ he's gonna tell you whats up.”

You need to use the credibility triangle:

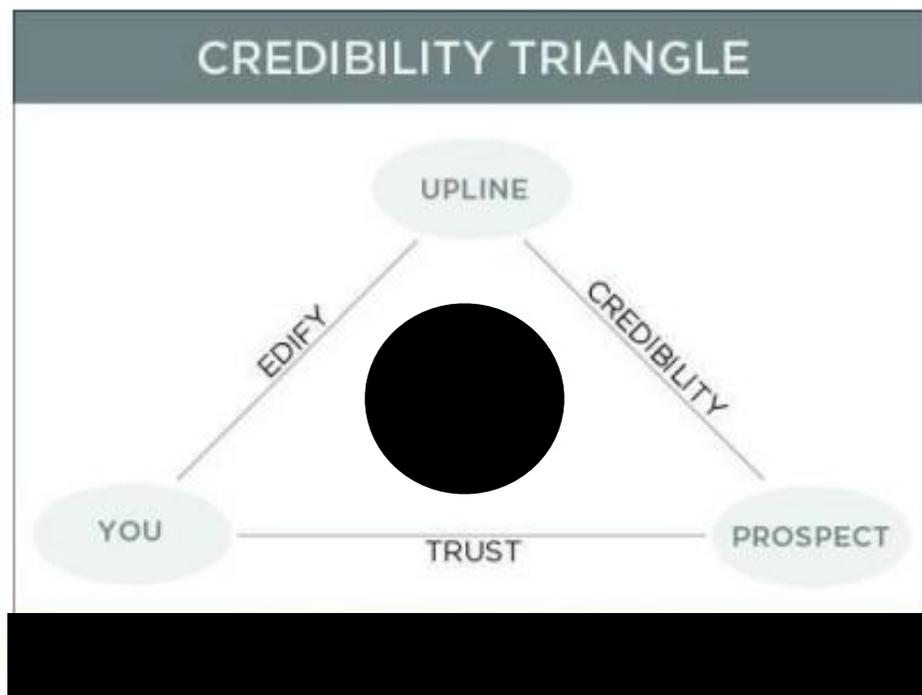
- You have trust with friend, but NO business credibility
- Upline has business credibility, but NO trust with friend
- You BUILD the trust from the friend to the upline, and they will build your credibility during the call

Make them WANT to hear from your upline. Make them feel like they are talking to a celebrity, someone who COULD and WILL change their life if they focus and pay attention.

Credibility Triangle

The credibility triangle is a very simple concept. You have a preexisting relationship with your prospects, and when you get them on a three way call, Skype, or Oovoo you want to act as a mediator. You want to **EDIFY** your upline leader as much as possible so there not an awkward transition when you get your prospect talking to your upline, you want your friend to be *excited* to get on the phone with your upline! You bring the **TRUST** between yourself and the prospect, and your upline brings the **CREDIBILITY**.

DO SAY: I'm so pumped about this company I'm involved with, I'm gonna call in my good friend Kyle Lokar! He's a really smart guy and has a company paid for 2013 Mercedes Benz and has helped a ton of kids become successful, and he's showing me exactly how he did it! I can't wait for you to meet him!



* The 'EDIFY' leg of the Credibility Triangle works both ways. Not only should you edify your upline leader, but they should **also edify you**. When you get on a call with someone in your downline, make sure you talk them up and let the prospect know that they should be **excited** to work with your teammate.

Step 8: Take Action

This last step is simply to do what needs to be done to be successful. The best way that I follow is called the 8 POINT SYSTEM. It will guide you DAILY to be active and take action in your networking side of the business, as well as the trading side.

The 8 Point System: Your Goal Is To Get 8 Points A Day

Each of These Activities Give You Points:

PLACING A TRADE - 1 POINT EACH

GOING ONTO A TRAINING CALL/ TRADE ROOM - 1 POINT EACH

GETTING SOMEONE TO WATCH A VIDEO - 1 POINT

GETTING SOMEONE ON A 3 WAY CALL - 2 POINTS EACH

HELPING ON A 3 WAY CALL - 2 POINTS EACH

HOSTING A HOME EVENT - 3 POINTS EACH

GETTING A GUEST TO A HOME EVENT - 2 POINTS EACH

ATTENDING A HOME EVENT - 1 POINT

READING A CHAPTER OF A BOOK - 1 POINT

ENROLLING AND HELPING SOMEONE THROUGH THE ROADMAP - 2 POINTS

EX: Placing 2 trades in a day(2 pts) , going on the MORNING trade room (1pt), getting someone to watch a video and then a 3 way call (3pts), enrolling a person and helping them through the roadmap (2pts) TOTAL 8 PTS

Doing this will ensure you are doing daily activity to grow your team and your knowledge!

The 7 Steps To GO PRO

Step 1: Prospecting

What is a prospect: Anyone you know, who is looking to be healthy, wealthy, looking for a change, to get out of the regular 9 to 5, looking for something different.

Make a list of the people you know, from off facebook, phonebook, instagram, anywhere! Have a list of 200 people.

Then make a list of your top 10 people, meet with your upline, and tell that person WHY they are your top 10. They will help you on how to approach your top 10.

Step 2: Inviting

Learn what to say, and how much to say, without saying too much.

A: Where are you AT

B: Where you want to BE

C: What CHANGE do you see in your life happening to make that possible

D: Decision to take on CHANGE

E: Everything Else

This simple list can be used on ANYONE, from your best friend to someone you haven't met in 5 years, to someone you JUST met.

A: Find out where they are AT in life.

How are you?

Are you going to school?

Are you working?

Do you like your job?

B: Where do you want to be

What is your major?

What career do you want?

What are you trying to do with your life?

FIND OUT WHAT THEY REALLY WANT TO DO WITH THEIR LIFE

C: If you can see that where they are at (A) is not going to take them where they want to be (B) then you can promote the change (C) to see something different

D: Decision. Are you interested in seeing something that can help you? The easiest way to communicate this is through the 90/10 method

COMPLIMENT THEM.

EXPLAIN HOW YOU GOT THE BUSINESS WHERE THEIR GOOD ASPECTS ARE 90% OF WHAT IT TAKES, THEY JUST NEED TO LEARN THE OTHER 10%

“You see, your smart and plan big, you got 90% of what it takes, if I could teach you the other 10%, a little bit about trading, the business and its concept, I know you can be successful. Is that something you'd like to hear more about?”

If YES: onto E.. everything else

If NO: back off, wait a few months or until they approach you

E: Everything else, does NOT mean to vomit on them all the info or to explain for 30 mins it all your way. It means to send them through the system.

IF I, WOULD YOU

If I were to send you a video, would you be able to watch it?

If I got my mentor on the phone to talk to you, would you listen?

LEVERAGE you upline, leverage their success and income.

Even better: if I, WHEN would you

You invite the right way, WE introduce the concept.

Step 3: Presenting

A good presentation is one in simple chronological order that is easy to follow, the IML team needs a simple and duplicatable story that anyone can tell. To do so you must master 5 stories

1. YOUR story
2. Your UPLINES story
3. Your COMPANIES story
4. The ECONOMIC story
5. The INDUSTRY story

1. Where you are from, where you were at BEFORE IML, and how its changing your life
2. Where your uplink is from, where they were at before, and how come they are a bit inspiration to you.
3. Share the companies PRODUCTS, their TOOLS, the CEO, and the VISION for the company
4. Share where the ECONOMY is, use FACTUAL info on where we are. Show the reality of what is out there
5. Why TRADING/ AFFILIATE MARKETING is blowing up and why it is the business of the 21st CENTURY

Step 4: Follow Up

- From the first exposure, it is VERY IMPORTANT to set up the NEXT exposure
- Training call, Opportunity call, Upline call, all are follow ups.

Setting up the next exposure is best for the next 24 hours when the idea is still fresh.

THE FORTUNE IS IN THE FOLLOW UP

Most people only follow up 1-2 times, the average sale happens on the 8th!

Step 5: Closing

DO NOT say “what did you think”

The psychology behind those works make people want to criticize and point out things they **DONT** like.

INSTEAD, ask “What was your favourite part”

I know you heard alot, but what related with you the most?

What did you like best?

Money?

Trading?

Community?

Time Freedom?

Whatever is their favorite part, go with that subject and talk **DEEPER** into it. It is what they care about **MOST**.

Money - show success stories/ comp plan

Trading- share products

Community - share what we do, where we meet

Time Freedom - show them examples

Recruit with the **WHY** not with the **MONEY**

Step 6: Getting Newest Members Started

Getting someone enrolled is just the beginning

Sit down with them and set up a **GAME PLAN**

30 Day Goal: _____

60 Day Goal: _____

90 Day Goal: _____

Give these people **DIRECTION**

Get them to **SIGN** the bottom of their goals list to keep them committed to them.

Then, get them to go through the 24 hour **SUCCESS MANUAL**.

Make sure they get everything downloaded, have money in their trade account, went through **FOREX** training, and have a **LIST** of people to talk to

Step 7: Promoting Events

WHY DO WE PROMOTE THE LARGE COMPANY EVENTS/ TRIPS?

THE GET PEOPLE EXCITED/ MOTIVATED

LET'S PEOPLE SEE THE REAL DEAL OF THE BUSINESS

EVENTS CHANGE LIVES

THE PERFECT PITCH

“Hey man, have you ever heard of forex?”

“No.”

“You haven’t? You gotta check it out, a lot of my friends have been getting into it, they have been making some really good money learning from this one group.”

-Share Video about IML/ Forex-

“Would you wanna learn more about it and how we can make money from our phones too? Seems like they teach you”

“Sure.”

“Ok, lets see if one of the leaders are free to help explain this to us, when is a good time that you are free? Ill have us on a three way call then. The leaders have made **THOUSANDS** of dollars from this I know so we gotta use their time properly. Lets make sure we are free.”

