

## What Is Placement Hold?

At HBN we offer our members a "Holding Tank" where new enrollments can be held for up to 7 days from their date of enrollment.

That means you will have full control over where your new enrollments get placed in the Binary.



Having a Holding Tank has a few benefits for your business! Not only do you have control of where your members go in the Binary, but it can be used as a tool to help potential members get off the fence and finally get started!

You can use your Holding Tank to create more leverage and a sense of urgency. Since there is a deadline for when your members have to be placed, you can use that to your advantage and give your prospect the extra push they need to commit. The placement tool is an incredible tool for recruiting.



## Use The Placement Hold As A Tool

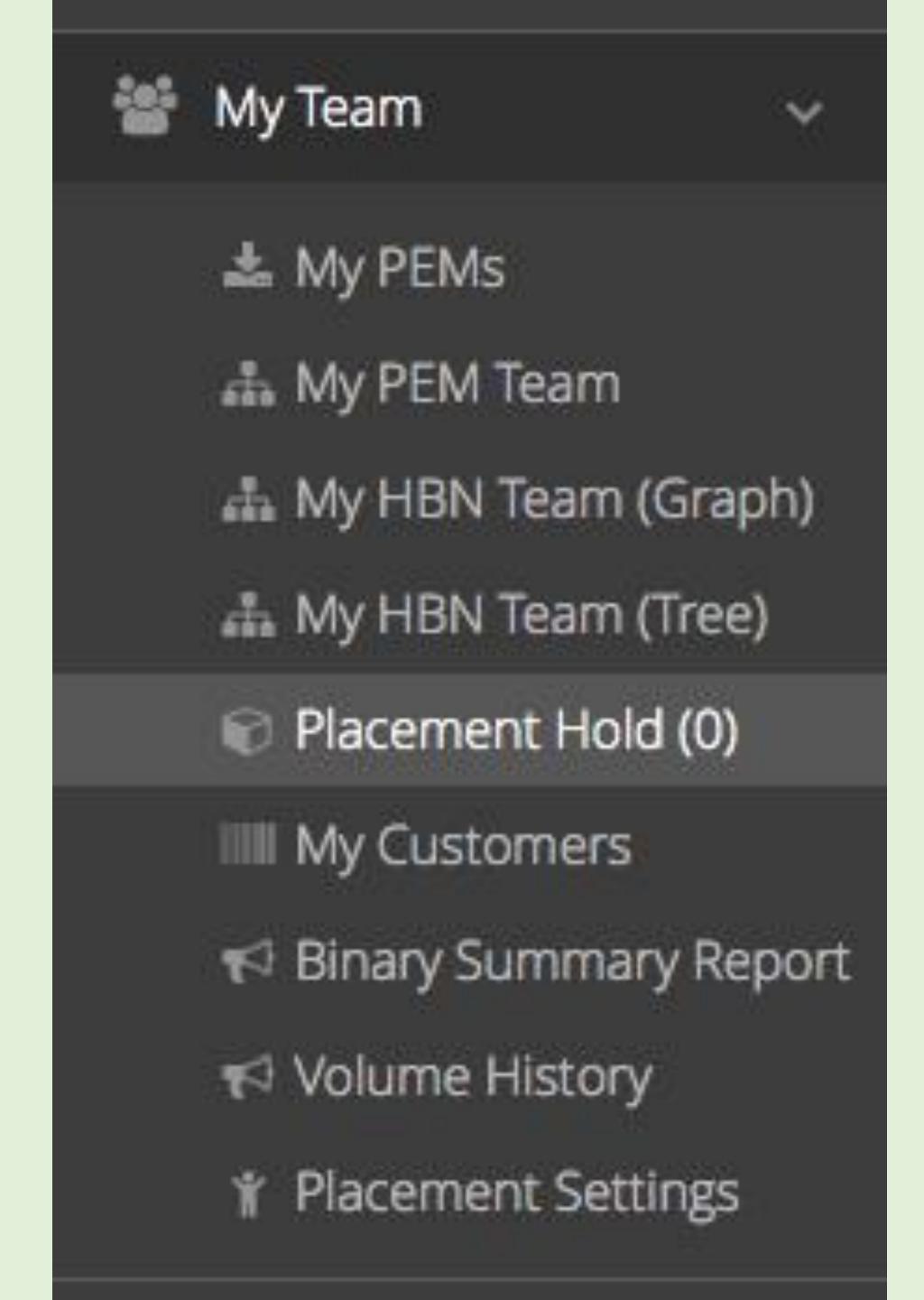
How powerful would it be to go to your prospect and say, "I've got three people in my Holding Tank I can place below you if you enroll now."?

Immediate spillover upon enrollment creates an added benefit in joining with you! If you don't have anyone in your Holding Tank but are close with your upline and know they have some members in theirs, you could speak with them to see if they can place their members below you once your member enrolls, and use that as your leverage.

When you start enrolling new Wholesale Members they are automatically placed in your Holding Tank.

To place them in your Binary:

- Login to your Back Office
- Select the "My Team" area located on the left-hand side (on a computer) or in the drop-down menu in the upper right corner of your screen (cell phone/device)
- Click "Placement Hold"



#### How To Place Your Members

- 1. Click the pencil icon to place your new members
- 2. Enter your ID number in the Placement ID column
- 3. Select the leg you want them on:

  If you select "Left" they will go to your outside left leg

  If you select "Right" they will go to your outside right leg
- 4. Click the green checkmark to save

**Note**: After you hit the green checkmark to save the placement settings it may take some time for the system to place your member in the organization.

### Can Members Be Automatically Placed?

Yes, if you want your members to be automatically placed in the Binary without being placed in the Holding Tank first, you can turn your Placement Hold off.

To do this Select the "Account" area located on the left-hand side (on a computer) or in the drop-down menu in the upper right corner of your screen (cell phone/device). Select "Update Account Info" and UNCHECK the box next to the Placement Hold option.

Enable Enrollment Placement Hold

(When this is enabled all your enrollments go into a Placement Hold until you enter a Placement ID for them.)

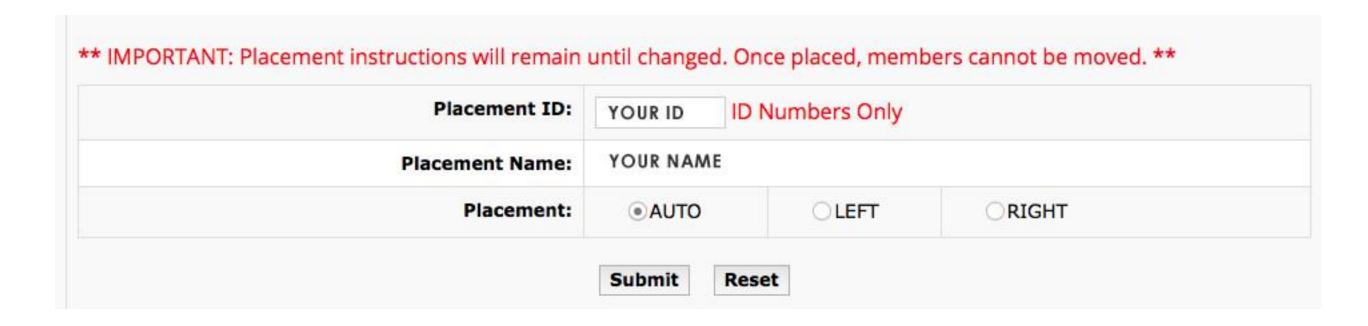
#### Placement Settings

Once your Placement Hold is turned off you will need to select your Placement Settings. Placement Settings only apply if your Holding Tank is turned off. To update your Placement Settings go to the "My Team" area located on the left-hand side (on a computer) or in the drop-down menu in the upper right corner of your screen (cell phone/device). Select "Placement Settings"

If you select "Auto" members will be placed on your weakest leg.

If you select "Left" they will go to your outside left leg

If you select "Right" they will go to your outside right leg



# For more information and any questions you may have, please contact your upline consultant.