

"3 Steps to Creating Duplication in Network Marketing"

April, 23, 2018

- Mannafest is this week but it is not too late to register for Mannafest 2018... An event not to miss! Register at www.mannafest.com
- No TNL on April 24th due to Mannafest. Next TNL is May 8th. But wait until you see the new home of the TNL...
- Next Dallas Business Training, May 5th 9 AM CT at Mannatech Corp Offices or www.allaboutmannatech.com
- No Monday Call on April 30th

Article by Eric Worre

FIRST: Understanding WHY duplication is necessary

- a. Only way to build a large business
- b. Passion to have other create same or greater results

1. Step 1: Lead by Example

- a. Self-examination starts today
- b. Recruiting: if you are not recruiting your team members will not be!
Work on YOU first. People copy what you do more than they do what you say.
- c. Have your new recruits sit in on a recruiting experience you have
- d. Show the simple systems that you have to work with prospects...teaching by example works the best/fastest.
- e. 3 way calls are some of the most effective activities at each level of contact

2. Step 2: Get People Started Effectively

- a. Cannot sign them up only to wait
Can print of the Getting Started Manual and sit with them (or send it to them by email and review it with them) DAY 1
- b. Get them in a position where it is harder to quit than stay in the profession
- c. Get them "started right"
(exciting new website to be revealed at Mannafest 2018!)
- d. Get them to the next convention and do whatever it takes for them to get their first paycheck.
- e. Constantly validate their decision to join

3. Step 3: Create a Culture of Speed

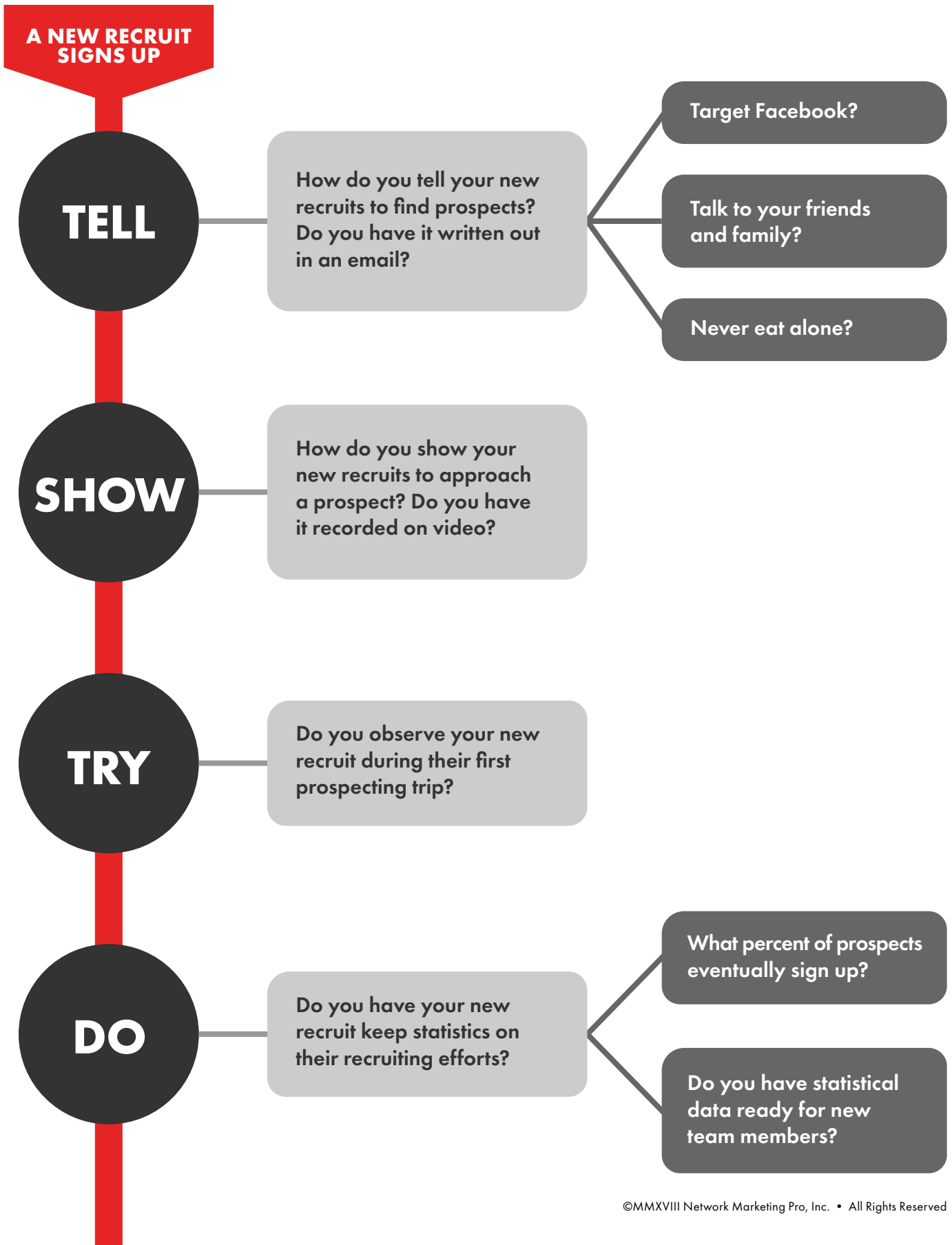
- a. You are the leader so it is your obligation to develop a culture of speed.
(I personally love the Team POD in 30-90 days...build as a family POD if they don't find partners)

b. When your team feels this is a fast-moving organization, that will build momentum. I used to say "Massive Action produces Momentum."

Move quickly to recruit more people, advance through the Ranks, and reach other goals.

c. Other ways to create such cultures: offer incentives, hold contests for those reaching goals first, recognize members of the team, create an environment where people want to change and get better.

REVIEW OF ATTACHED PAGES:



TELL

What do you tell your recruits to say to a prospect? Are these scripts written out and ready to email?

Do you email scripts on Day 1?

Do you assign your new recruit a mentor?

SHOW

Do you have an ideal invitation recorded on video?

TRY

Do you go with your recruit when they attempt to offer their first invitation?

DO

How does your recruit share their results with you and the rest of your team?

Do you have a team Facebook Page?

Do you have weekly meetings?

TELL

How do you turn your new recruits into professional presenters?

Do you have suggested training?

Do you have a book list?

SHOW

How do you show your new recruit what an ideal presentation looks like? Do you have it on video?

Do you let your new recruits observe you giving a presentation?

TRY

How does a recruit practice a presentation before they are in front of 10 new prospects? Do you use Facebook Live inside a private group?

Do you have practice presentations with your team or on your private Facebook Group?

DO

How do you know when one of your recruits is excelling or struggling with presenting? Do they report statistics back to you at the end of the month?

TELL

How do you tell your recruits to follow up?

Email?

Phone?

Facebook?

SHOW

How do you train your new recruits to follow up? Do you have emails ready for them?

TRY

Can a recruit send you an email before they send it to a prospect to get feedback? Do you have a process for that?

DO

Who is your best at following up? Is their business growing faster than the rest of your team? How do you give the recognition within your team?

Do you have a process to give credit where it is due?

How do you spoil your recruits that are doing better than average?

