

7 Strategies to Increase your Recruiting Results

Monday, December 31, 2018

- Today is last day of the BP and December specials.
- Last day to buy your Samples all 1/2 price
- Check out the Wear my Skinny Jeans Challenge...the rules are in the Library.
- 2019 Tax Class is coming on February 9 - Save the date...Registration will be coming out soon
- 2019 Planners...you can order now on <http://www.mannatrain.net/new-2019-planner.html> All orders have shipped.
- Next Saturday Business Training, This Saturday at 9 AM CT at Mannatech Corp Offices or www.allaboutmannatech.com
- Next TNL – Tuesday, January 8th at 7:30 PM CT at Mannatech Corp offices and www.allaboutmannatech.com

Probably the #1 issue that people most discuss in the network marketing industry is how to improve their results when it comes to sharing the opportunity and the products, they are marketing. This is a review of a great article by Todd Falcone, one of the Network Marketing Greats.

1. Get your numbers UP.

- a. Remember what Richard Brooke says: "just invite 1 person a day" ...invite for what? To learn more, out to lunch, to an intro meeting, whatever.
- b. This will always be a numbers "game." But for us in health, the #1 category in network marketing, and the #1 products, we should be naturally driven to share both the products and the opportunity.
- c. The law of averages will ONLY work for you if you step up the numbers.
- d. For new people, even more important as practice is critical. Never allow mistakes to stop you as that is part of the learning curve.
Two programs out there:
Todd Falcone download 30 Day Prospecting Challenge right here
Eric Worre: get 20 new in 30 days
- e. The more in your pipeline, the more chance of success.

2. Buddy up

- a. Find a partner to work with...and it doesn't have to be your upline
Just like exercising, when you have a partner, it becomes that much easier: encouraging each other, learning from each other. And doing it with a team member truly has "compounding" effect on your growth.
- b. Continue this joint activity until you truly have built a great level of confidence.

3. Copy success

- a. Find out who are the top recruiters in your company and duplicate whatever they are doing.
 - b. How are they finding people?
What are they doing with them once they get their interest?
What process are they taking their prospects through that is working so well for them?
 - c. Network marketing is all about finding people who have what you want and duplicating what they are doing.
4. Rally your team and have a Team Recruiting Blitz
 - a. This can explode your business...compounding effect!
 - b. Pick one night a week...
Invite some of your local team to your home.
Spend the evening with everyone making calls, booking appointments.
Ring the bell each time a date is booked and reward the winners.
Everyone comes with a list of 30+ prospects (or 50 just choose a minimum number doable) and have FUN!
 - c. You can develop a proven script that works.
5. Practice your Craft
 - a. Make your goal to have the most well trained, highly skilled team on the planet.
Practice makes you better. And consistency is a must.
 - b. Goal: you have the most highly-skilled, well trained and competent team on the planet.
 - c. Be on purpose with this and you will find your production will soar.
6. Schedule regular hours ("Power Hours") daily
 - a. We are building a business. This means absolutely dedicated time to focus on prospecting and recruiting.
 - b. ONE HOUR a day is your absolute minimum (for part timers; if full time it should be 2-3 or more hours) .
No facebook posts, no emails, no tweets, no responding to emails. Just one on one either in person, or calls, but connecting one on one.
7. Record yourself and learn from your mistakes as well as your victories
 - a. Easy to do...but as we all know, easy not to.
 - b. Record your calls and listen back to them...record your presentations and review them.
This is not about "beating up" on yourself, it is about finding the ways you can be better.
Pick up on the subtle things...share with people you honor and get their feedback as well.

"It's impossible for you to NOT improve by doing them." Todd Falcone