

"A Teacher at Heart"

Eric Worre

Monday Call, November 3, 2014

- MannaSocial Webinar Tuesday at 7 PM -
<https://www4.gotomeeting.com/register/821903903>
- Mannatech Now – Tuesday November 11th 7:30 Pm CT at
Mannatech Corp Offices or www.mannatechlive.com
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 –
Access code 4717417#
- Mannatech Leadership Event – THIS WEEK... November 7-9 -
Frisco, TX... You need to be there. It is not to late to attend.
www.events.mannatech.com

Eric Worre has been in networking for 25 years, very successfully, and now is a trainer (and he developed the "Go Pro."

This is a review of an article in Network Marketing Times and review of one of his Videos.

1. He developed NetworkMarketingPro.com and wrote "Go Pro" because he concluded two things;
 - a. The power of technology to share ideas
 - b. What if Jim Rohn at age 45 had a video in his back pocket and started making videos on his thoughts and events and interesting people he met. Taking everyone on his travels over the next 35 years. Imagine the legacy that would leave behind. Imagine the legacy he would leave after 35 years.
2. Confidence is a combination of three things
 - (1) Understand the gift we have in network marketing
 - (2) Identify and put an action plan together so they can start to develop and eventually master the skill
 - (3) Feel worthy and that we're enough to be able to go out there and overcome whatever fears might be lurking in our hearts to achieve what we want to do in life.
3. We all Sell
 - a. Network marketers don't just sell a product, they sell ideas. Focusing on selling a product creates linear income, but doesn't create residual. Residual is created from building a network, and from selling the idea through teaching that a person's time can be leveraged.
 - b. Never be scared of the word selling. We all sell and to succeed we need to do well at it.

4. How do we succeed?
 - a. We must know our learning style...or combination of them
 - 1) Self-education
 - 2) Experiential Learning
 - 3) Working with a teacher/mentor
 - b. We need to acquire the skills...when we get good at something, our confidence builds and we pursue every opportunity to apply those skills instead of running away from them.

5. 7 Fundamental Skills
 - (1) Finding Prospects
 - (2) Inviting prospects to understand your product or opportunity
 - (3) Presenting your Product or opportunity to your prospects
 - (4) Following up with your prospects
 - (5) Helping your prospects become customers or distributors
 - (6) Helping your new distributor become get started right
 - (7) Promoting events

6. Some need emotional healing as well
 - a. Psychic damage that paralyzes people
Some life event happened to us, and we can not take action.
even though we have all the skills.
 - b. Mind games people play...that is why you need to be exposed to a lot of people, experts so find one that truly relates to you. Overcome fears and deal with past conscious and subconscious programming/conditioning.
 - c. "I truly believe if a person has an entrepreneurial bone in their body, network marketing is a better way than most other options out there."

7. Eric tells his story of the three different stages of his career
 - a. He was just a **taker**...so ambitious to win that it was okay for others to lose. He was extremely aggressive because he thought it was the right path.
 - b. That stage morphed into a **fighter**, the second stage. If someone challenged him, that would get him going. It motivated me to work harder. But what he found that in this mode, he was always in a fight. Although this stage helped me build a big business, and take action, it did not serve him in building a fulfilling life and enjoyable career.
 - c. He finally transitioned into a **giver**. Not a super soft person who isn't action oriented, but one who truly understands the more we give to the universe the more we are serving our purpose here, and the more we are rewarded.
Eric currently has over 1100 free videos on NetworkmarketingPro.com.

One I recently listened to and found INVALUABLE:

"The Biggest Recruiting Breakthrough in Network Marketing in 10 Years" -
<http://networkmarketingpro.com/2014/10/27/full-webinar-the-biggest-recruiting-breakthrough-in-network-marketing-in-10-years/>

One of the critical skills is to be able to lock people into appointments. This is the "gateway skill"...no appointments, no business!

Our usual modus operandi is to call and ask. What is the problem we come up against?

1. 1000 lb phone...fear
2. Most people don't answer phone calls from those they don't know well
3. People ask a bunch of questions if you do get through and you are afraid you won't know how to answer; you don't want to look stupid
4. Easier to say no
5. We verbally "throw up" on people and act desperate and silly
6. We act silly or scared

Your BOSS in network marketing is your calendar!

Texting is now the most widely used form of communication and most desired. So your job is to fill up your calendar. TEXT for appointments.

What to text:

"Coffee? Can we get together next week?"

"What's your schedule look like? I'd like to get together next week."

If they say "What's up? or What is it about?"

"I have an idea I'd like to share with you."

"I have a project I am working on and need your feedback. Can we meet up?"

If you get objections,

"I'm not trying to sign you up in anything, ..." and have meeting anyway. Maybe ask in meeting so what was your issue around MLM?

NOTE: ***Our whole approach is building more relationships with people.***

Why is this a breakthrough?

1. Easy to do (virtually no objections)
2. It is fast...so builds confidence for the next step
3. It creates action...now you have another appointment
4. It creates results...your calendar is now full!

Blitz Plans/competition: get 10 teams of 5 people...book calendars like crazy

So GOAL:

1. Get your Contact List and your Appointment book:
 2. Text to 10/20/50 (your choice) people a day and line up appointments
- The fuller your calendar is the greater results you will create.