

What is Your DMO?
Why You Need One...And NOW
January 11, 2021

- Weekly Product and Business Meeting – 1st Saturday is live at 10 AM CT.
<https://zoom.us/j/215452258> or www.allaboutmannatech.com: the others are prerecorded links that are text to you by 10 AM CT on Saturdays.
- Next TNL with Kevin Robbins and Demra Robbins, January 12th at 7:30 Pm CT
www.allaboutmannatech.com
- Next Mannatech Event: January 23rd... 2021 Kickoff Event:
<https://events.mannatech.com/event/mannatech-2021-kick-off-event/>
- Order Merri-jo's Book: "The Impossible Place" <https://www.mannatrain.net/order-materials.html>
- This week's Product Focus: Sleep Support

DMO See chart attached "Activity makes you money! Inaction does not!"

1. What is DMO: Daily Method of Operation

a. Essential in order to have a successful business.

Discipline is necessary to create results...so acknowledge specific activities that will make up every one of your days (or the days you have chosen to do the business).
Schedule Everyday!

b. **Structure (DMO)** with the exact activities that will create maximum results for you
What are those?

c. Why make your own, post and commit daily?

- 1) Stay focused...on activities not results
- 2) Get more done in Less Time
- 3) Creates Consistency
- 4) Prevents Overwhelm
- 5) Creates duplication

2. A network marketing DMO requires what activities?

a. Activities for Online Marketing

- 1) Create 3 pieces of Content: inspires, educates and entertains
- 2) Meet 5 new contacts per day
- 3) Invite 5 people to look at a presentation
- 4) Follow up with 5 prospects to whom you sent invites
- 5) 3 Prospects to Watch a Video or Zoom or 3 Way Call

b. Activities for Non-Online

- 1) Build your list and add to it daily (1-3 new)
- 2) Make contacts with 1-3-5 new people per day
- 3) Invite 1-3-5 daily: to a Zoom Meeting or Send out Mtech+ App or Email. or combination
- 4) Schedule and present at least 2 Meetings per week (Zoom, Phone, Mtech App)
- 5) Follow up after each Meeting with everyone in attendance.
If you fail to Close, then determine what else they may need.

5) Utilize 3-way calling where needed (when you feel you need greater support/health expertise/purely as added validation)

c) The Funnel

1) Personal Development: Invest at least 30 minutes per day. Collect your aha's on computer list for recall and further journaling!

2) Daily Post on Social Media

whether doing your business online or off, every day you should post

3) Add Leads: add 3-5 new leads every day

4) Build relationships with people by having non-business conversations

5) Invites...this is critical; 3-5 per day

To what? Upcoming Zoom, Group Call, just to look at materials/watch a video/share any materials, i.e. like sending from Mtech+ App

6) Follow up...this is where the Closing takes place...not independent of follow up but part and parcel of it. But it is another trained skill!

3. Time Management Essential

a) The key is to schedule your day and do bits and pieces of it through chunks of your day.

b) MLM is a part time business that is done in the "nooks and crannies" of the day.

For example...

You can update your mentor while you are doing dishes at night.

You can reach out to 3 prospects on your 5 minutes coffee break at work.

You can spend 20 minutes on your lunch break to meet some new friends on Facebook Groups

You can follow-up with 3-5 prospects as you sit in your car waiting to pick up your kids from school.

The best part of Duplication: is that you don't need to travel much like the old days.

You can do much of your activity on your phone! And today we can meet up on Zoom!

Focus On Activity and Not Results

DMO

DAILY METHOD OF OPERATION FUNNEL

