

## **5 Ways to Heat up your Cold Distributors** **Monday, May 19, 2014**

- Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST [www.m5mlive.tv](http://www.m5mlive.tv). Dial 800-768-2983, Access Code 4712222# or 24/7 [www.m5mlive.com](http://www.m5mlive.com)
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717417#

First: Review the 3 Point Plan from last week...any questions

Some exceptions on use of Members

Efficiency of reaching Leadership Levels

Why "perpetual motion" concept of "old" Mannatech is nothing like this

### **Article by Michael Clouse**

#### **Introduction**

Do you have any distributors who are stuck at 32 degrees? Ice at 32 degrees never thaws. Water never freezes at 32 degrees, it must be lower. So, seems water is kind of at a suspended animation at 32 degrees. Kind of like some of your distributors? How do you move these distributors: you know, the ones that come to meetings but never bring a guest, never do 3 way calls. They attend all the meetings, but never do the business. "They just seem, well, suspended at 32 degrees."

Like what Yogi Berra, NY Yankees manager might have meant when he said to his players "Nothing happens until something happens."

### ***5 Ways to Heat them Up***

1. Only sponsor those people with whom you want to be friends
  - a. One of the big drawing cards to our business is we get to choose who we work with.
  - b. Pick the characteristics you are looking for and go after them. Once in your head, keep your focus and the universe kicks in. We are all energy fields and want to attract the right energy.
  - c. If you don't want them in your home, why would you want them in your business?
2. Invest your time with those you personally Sponsor

- a. Get to know them for who they are, and who they want to become. Support their dreams.
  - b. Be great listeners, and reinforce them in all of their efforts.
  - c. "You should understand the circumstances, needs, dreams of everyone you personally bring in the business."
3. Set up a game plan...and follow through.
    - a. So what do you have in place as a blueprint to success for a new distributor? Without the blueprint or plan the building would not be built.
    - b. Build it through upline support, crossline ideas, but have it clearly outlined.
    - c. Once you work through the blueprint with your new partner, then stick to it every step of the way. Treat your new distributor as a PARTNER.
4. Talk with those you sponsor every week
    - a. Build relationship.
    - b. Connection, listening is the #1 way to build relationship. Show them how important they are and how much you care.
5. Become close personal friends inside and outside the business
    - a. People may choose to leave a business but they don't choose to leave a friend.
    - b. Network Marketing is about building a fabulous lifestyle, and you sure want to spend that time with people you enjoy.