

How to Approach People with the Business

Monday conf call 02/16/09

Last week of BP 2: Strategy for last Week

Two webinars tonight:

8:30 PM CST - Economic Stimulus – to register go to

www2.gotomeeting.com/register/675877520

9:00 p.m. CST - “Reshape Yourself Physically and Financially in

2009” to register go to - www2.gotomeeting.com/register/795080616

Cost Rica Incentive: Last Week of BP 2 Strategy

1. Check your Success Tracker

a. Most important is your Leadership Level

Why? To earn more maintenance points

b. People inactive/active underneath you who may be close to leadership levels (you are 1st or 2nd upline)

1) Make sure they do not run past renewal date or you may have to renew them as well (no longer applies to Regionals)

2) Make sure if you have multiple leaders underneath you that you strategize which BP they qualify so perhaps you can be 1st

c. Near to “Old” Power Bonus...those you enrolled (for matching PB), and help others in downline to earn their \$1000 (only through BP 5)

d. Your own Power Bonus: better get that ASAP so you are ready for Matching Power Bonuses

They will start to occur without you even knowing of it

e. Track those you enrolled in BP1 as well as BP2 to insure they have an auto order (make a list of all you enrolled and track each BP on auto order status)

2. Other things to do

a. Close any possible sign ups this BP so you can collect the auto order points for 4 more BP's.

b. New commitments to win the trip: associates who have those underneath them or above them who are helping reach new LDR levels or Power Bonus so they win, well don't leave them behind because they too are collecting points!

c. Make a list of all those in your downline who are planning on winning the trip; know their strategy; support them weekly to achieve this step by step (accountability)

How to Approach People for the Business

Look on Mannatrain: “How to Attract Business Builders” Mannafest 2005

1. Set your attitude straight first!
 - a. What is your vision of your business?
 - b. What is your mission? Are you committed or just compliant?
2. Like attracts like
 - a. Work on you first
 - Are you bold, passionate, enthusiastic?
 - Do you allow things to side track you, rob you of your attitude?
 - “Stop it!”
 - Vince Lombardi: “Confidence is contagious. So is lack of confidence.”
 - b. When you value yourself and your business, others will too! But not before you do so get your act straight.
 - c. Every morning play inspirational music, listen to great tapes, prepare your mind daily!
3. Characteristics of a Perfect Business Builder?
 - a.
 - b.
 - c.
 - d.
 - e.
 - f.
 - g.
 - h.
 - etc.
4. The Process of Meeting people
 - a. Talk to any one, any where
 - Breaking Ice: Ask about them...(“Natural Selling”); Practice makes perfect
 - b. When you hear a need,
 - 1) acknowledge them for their attitude, enthusiasm, work ethic, whatever you have uncovered, and let them know this could be terrific for them
(people love to be acknowledged)

2) “I think with your personality you could be terrific in this business and make some extra income. Have you ever been to Costa Rica? There is a very easy way to win a five day trip. If you have some interest let’s talk further!”

5. Every presentation should be on second meeting

Schedule a time and place to review the plan:

a) Use the Econ. Stim. brochure, the Costa Rica brochure, and “fill in circle” diagram

Discuss what this could mean to them:

\$3300 in 1-3 months, residual income, and trip to Costa Rica

Make it personal! (what will these things do specifically for them) This is why we do the Discovery Stage (Natural Selling)

b) Send them to (a) Webinar

(b) Bill Merlo video presentation on internet:

www.hwhnews.com/ESP_Brochure_Walkthru.html

Why? So they can see how easy it is to share

Then ask, “What did you enjoy about the webinar/video?”

“I just love the quality of the presentations. Do you have some questions needing to get answered?”

6. To Close

Send to “Yes” calls

Ask closing questions:

“So, is there anything that could hold you back?”

“So, let’s get started today...does that sound good for you?”

“I am so excited to have you as a partner...when can we get started?”

“Can you think of a lot of people you could serve? Let’s work together to get this up and running for you and for them.”

“Costa Rica is right around the corner...are you ready?”

“I know your heart. You are like me...,we both love to help others. Well, I am sure a lot of names are coming to your head so are you ready to get started?”