

How to Start a New Business Builder

New Approach

Monday May 14, 2018

- Next TNL is May 22nd at 7:30 PM CT
- Check out the new Ambrotose Life landing page and the email campaigns on Mannatech+
- The "May Madness" Incentive has started.... Win your luggage

FIRST: Do not wait until their Success Guide comes in the mail

- a. Send them a copy
Found Mannatech Resource Library
- b. Determine the pace they want to work (Fast Start?)
- c. My personal Touch: send them "Go Pro" by Eric Worre

SECOND: Tie them into **mannatechsuccess.com**

1. Welcome Page

- a. Watch intro video to "Understand Us"

2. Laying the Foundation

- a. Walk them through **Checklist**; Make sure they complete so copy page and follow up
- b. **Understand our Culture**...talk them through "Who We are" and have them watch the testimonials there
- c. **Fact Sheet** for history (Video is going to be a Whiteboard Animation and is coming!!)
- d. Product Knowledge: make sure they understand our "4 Core" and TruHealth...watch all the top videos
- e. **Understanding Compensation Plan Basics** review the webinar and basic ways of earning;
 - 1) **First Goal to Reach AQ TEAM** after Basics, review this to get to \$500 ASAP
Fast Start people: 30 days
Everyone Else: 90 day Goal
 - 2) Using Bundles in Consumer and Associate buy-ins can be important...these are not covered on this site but you can add this education in; print Bundles off website
- f. Business Action List:
 - 1) *Know Your Why*...with this once being determined, you can help them build a Dream Board; visualization of where you are going helps you get there!
 - 2) *Schedule Your Day*...remember the training of Brian Tracey...**FOCUS** on what is the most important thing to achieve success: "if you could only do one thing all

day long, what would that one thing be?" Discipline especially for those who are used to 9-5 jobs is crucial.

3) *Set your Smart Goals...*start on these as well. Once the Why is set, these can flow easier. They should be in place by the end of first 1-2 weeks but in no instance by end of month.

4) *Mindset...*controls your life; As a Man Thinketh, So is He James Allen; "If you think you can or think you can't, you will always be right!" Henry Ford

5) *Build Your List...*This gets **#1 STATUS** as you want them to be building this NOW; **Add to it every day** (habit for life)

6) *Best Practices for Home Based Business/Expense Sheet*

Great Idea to get them started right out of the box on taking advantage of the tax advantages of having a home based business.

3. Connect

a. Draw them to this next page earlier versus later as you especially want them to learn about 3 Way Calling

4. You need to familiarize yourself with the rest of the Mannatechsuccess.com website so you too can best utilize it, and lead your new Partner to Connect, Share Solutions and Close

a. Give them assignments slowly but surely tackling one of these pages at a time.

b. They can choose quickly or slowly...but your familiarity is crucial. So, starting today, work through the entire site over a 2-3 day period so you have it all.

5. Encourage them to read "Go Pro" as you want to help them grow into a great Mannatech leader.