

How to Start your New Associates

Monday, May 24, 2010

Mexico update: World Cup is Upon us...follow it

Dallas: Ojos Locos is the spot where many gather (NW and 35)

Atlantis: Last Chance...BP 7; Get your 100 pts

New Mannatech website is up! Take a visit...mannatech.com

AO Study” Human study hails “most promising” antioxidant”

<http://www.nutraingredients-usa.com/Industry/Human-study-hails-most-promising-antioxidant>

New Summer Skinny Promotion

1. Getting Started Right is Crucial

a. Why? #1 reason you lose your business builders

b. Is there a right way? Glen Head, Dean of Network Marketing Univ. "There is no single right way to get started."

c. For you, adopt a system and duplicate it throughout your organization.

"For sustainable growth, it is necessary to create a structure where each success or stage serves as the foundation for the next success," says Rick Tonita.

d. Michael Gerber, "The first step is to buy into the efficacy of and absolute need for a turnkey system. It's about the single operating unit. Get that little sucker right and you can replicate it."

2. Not only do you want to Get Started right, you want your new associates to be able to duplicate it

a. Too many times we fall in love with our own training

b. We build "our own " system that relies on us

c. Build it to make associates independent

d. "I believe you make or break your new team members in the first two weeks - and the first 48 hours are critical." Randy Gage

1) Get them into action fast

2) Get them to on a path to experience positive results

3) Have a solid resource to support you (a SYSTEM)

3. "Do What Works" Finn Orjan Saele

- a. First requirement is ***motivation...*** everything gets done faster when you are clear on why you are doing it.
No procrastination when you have a "big" enough goal/why
Does not have to be big per se, just important for you
 - b. Second requirement is ***action.*** Don't follow the easy systems...even if they sound more appealing. Follow the ones that are successful.
 - c. Attached is His checklist that works for his team.
3. Mannatech has a System...are you using it? MAP
- a. The 4 Basics
 - b. The 12 Daily Activities
 - c. The trainings on mannatach.com
 - d. Add a process for leadership/self-development growth
 - e. See attached Program we installed for Hispanic Challenge
- Whatever you choose, develop it into a Step By Step System that is duplicatable without your daily involvement!

Hello, Merri-jo Hillaker. We have recommendations for you. (Not Merri-jo?)

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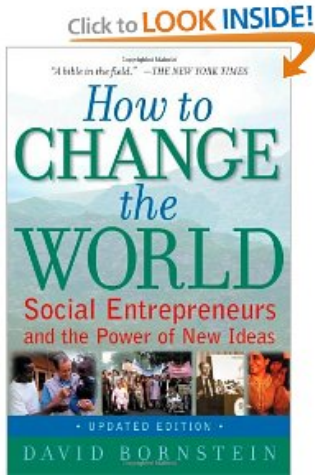
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David Bornstein (Author) (39 customer reviews)

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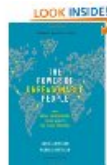
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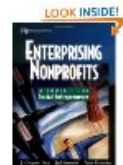
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New Associate Checklist of Finn Orjan Saele

1. ***Homework Assignment.*** Create independence from day 1 by asking them to
 - a. Make a contact list
 - b. Set Goals
 - c. Read the "Getting Started" booklet
 - d. Watch the online training
2. ***Get Started Meeting.*** Try to meet face to face...if not, do it over the phone.
3. ***Contact List.*** Start with 30 then expand to 100. Then break down to top 30 as distributors, and top 30 consumers. We are in network marketing so we need to do our job: identify consumers and distributors.
4. ***Contact and Invite.*** contacting is what stops so many from reaching success. Here is his system:
 - a. Greet people and get them in a positive mood.
 - b. Invite them to a meeting...specific time and place.
 - c. Say why you want to meet.
 - d. Answer questions by saying you will give full answers when you meet.
 - e. Confirm the meeting
5. ***Present and Acquire customers.*** Give a short presentation and help them sign up customers, Customers create social proof that your products work and builds your new partner's confidence. A for online presentation or 3-way call. AA for group presentation. AAA for a face to face short presentation.
6. ***Follow up.*** Same rating for follow up meetings.
7. ***Connect.*** Hold 3 way calls or meetings with upline and local people who are growing the business. Creating community is very important.
8. ***Event Pipeline.*** Invite new partners to business presentations, business planning, and company events.
9. ***Use the Tools.***
10. ***Make Friends.*** Build the relationship to the point where you become your new partner's best friend.

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New Associate Checklist

	Date Completed
Step 1:	
a. Watch Step 1: "Getting Started" on training website*	_____
b. Set up auto order	_____
c. Outline support TEAM	_____
d. Fill out 'Why Am I Doing This?' Document	_____
Step 2:	
a. Watch Step 2: "Raising the Bar" on training website*	_____
b. Set my goals	_____
c. Develop my Story	_____
d. Understand 8 Core Activities	_____
e. Adopt the Weekly Activity Review	_____
Step 3:	
a. Watch Step 3: "Building Your Names List" on training website*	_____
b. Master the 4 Basics	_____
c. Build My U.S. names list (100+), Mexico names list (33)	_____
d. Choose top 10 contacts to start; Work with upline	_____
Step 4:	
a. Watch Step 4: "Contact and Invite" on training website*	_____
b. Watch upline do a presentation	_____
c. Watch Kevin Robbins "How to Show the Plan" on http://map.mannatech.com	_____
d. Give your first presentation	_____
Step 5:	
a. Review the compensation plan with upline (1 page form)	_____
b. Sign up for weekly calls/webinars/webcasts that will support you	_____
c. Set up office with system to manage leads	_____

*To get to training website, go to <http://new.mannatech.com>, log in, click on resources, click on Fast Start Training Series