

Just Signed up an All-Star... Now What? Monday Call, August 18, 2014

- Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST www.m5mlive.tv. Dial 800-768-2983, Access Code 4712222# or 24/7 www.m5mlive.com
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717417#
- Mannatech Leadership Event – November 7-10 - Frisco, TX... You need to be there. Registration is open... don't wait to register. www.events.mannatech.com
- Check out social.mannatech.com and sign-up... it is free until 2015
- Are you filling out your 100 Day Challenge Tracker? It is not too late to start...START TODAY!

Just signed up a new All Star now what? This does not cover the standard admin issues to review with a new sign up (Auto Order, Success Tracker, Website review, etc.)

1. 3 main things:
 - Have Fun
 - Tell stories
 - Stay close to up line. Should be talking everyday.
2. Support them in understanding WHY people will want to join them in this incredible opportunity:
 - a. Avoid the famous 40 year plan: work 40 hours per week for 40 years just to retire at 40% of pay.
 - b. Gov't statistics say that 80% of employees don't like their jobs and feel unfulfilled. Don't ever give up on your dream!
 - c. Gov't statistics: by the age of 65, 96% of Americans are either dead or dead broke. 3 are financially set and only 1 is wealthy. Where do you want to be?
3. Set goals
 - a. Stay focused on short term: TB in 1 month, RD in 1-3, ND in 4-6, ED in 8-12. PD in 12 if really want to get going.
 - b. Their WHY...must be clear. "Once you have your Why, we have the System." Simon Sinek's book "Start with Why", and "Make the Switch" audio are a couple of my favorite starters. I also love, "How to be the Best in Network Marketing" John Kalensch. (Get them acclimated to TOM's)
4. Review 4 Core
 - a. Prepare Contact List

- 1) at least 100 names
- 2) you build it with the new associate
- 3) make sure they are focusing on the Aces in the deck
Never let them worry about what someone might think!
- 4) When contact list is done and YOU build it with them, start calling immediately
Schedule home party, one on ones, then meeting to meeting

b. Contact and Invite

- 1) "Never talk to strangers" no longer exists...talk to everyone
- 2) Best way to work with new person is to DO IT WITH THEM
- 3) Teach and train together...be with them
- 4) "Hi John, this is JP. I am just heading into a meeting so can't talk for long, but I want to share something with you when can we grab a cup of coffee together?"
- 5) "You don't have to be perfect." Just Do It...over and over and over again.
 - (a) Don't be in a hurry
 - (b) Be excited
 - (c) Smile on the phone

c. Presentation

- 1) Multiple choices to give 1 on 1...JP's of last Tuesday
Watch Tuesday Aug 26 to see another
Build the skill to be a good 1 on 1 presenter
- 2) Or bring the new person to a Bi-weekly meeting, home party...
- 3) "What did you like best about what you saw?" Then send them more info on that area that excited them.
- 4) "If I give you this information, when is the quickest you can go through it?"
- 5) If they are not ready to close, then get them to another meeting.
- 6) If you want to earn \$1 million in this business, you can't approach it with a \$170 attitude!
- 7) HAMBAM...have a meeting book a meeting.

c. Close

- 1) Develop the closing skill...confidence to ask. Tie close into their WHY if already clear.
- 2) "Are you ready to get started?" If they say no, say "I am glad you said that. Why not come to the upcoming meeting to get more information to make a qualified decision."
- 3) Practice, Practice and Practice more. "It's about doing the basic things Great!"

5. Daily action tracker...a must

- a. See attached sheet (also available on Mannatech Resource Library)...not

necessarily for the starter, but get them oriented to it.

b. All of us need to abide by one...everyday take the basic actions.

c. **Embrace the power of consistency.** "If you STP 1000 times, you will never have to work another day in your life."

6. Teach importance of Skills/Training

a. Take a day just to become proficient in THE CORE SKILLS. For 1 day each. focus on Build the List, Contact and Invite, Presentations, and Close.

b. Attend all trainings (monthly training on Saturday, Regionals, Super Regionals and Nationals).

7. Responding to standard responses/objections

a. You will never be good until you get over your own "objections"

b. Have confidence in your business...

\$178 billion in sales annually and you think this is a pyramid scheme?

96 million people are doing this business as a profession in this world,

16.8 million in the US alone (2013 DSA statistics)

Ready and set are done... Now let's GO!!

DAILY HABITS TRACKER

My Goal(s) _____

INPUT POINTS FOR COMPLETED ACTIVITIES EACH DAY.	PTS.	EX.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28
Take products daily.	1	1																												
Add one new name to your personal list daily.*	2	4																												
Share a promotion piece daily: Flyers / Postcards / DVDs / Product Samples (1 per day/10 in play!)*	1	2																												
Make three complete calls daily (you must connect) to book appointments.																														
Call: One	2	2																												
Call: Two	3	3																												
Call: Three	4	4																												
Give a presentation on products/business (20 times per month). Follow-up on each within 24-48 hours.	5	5																												
Read 30 minutes daily from recommended books.	2	2																												
Listen 30 minutes daily to recommended CDs.	2	2																												
Participate in corporate calls.	1	1																												
Participate in bi-weekly events.	2	2																												
Participate in monthly events.	5																													
Participate in quarterly events.	15																													
Speak with your Active Upline regarding your weekly progress.	3	3																												
Speak with your Active Upline regarding your monthly counseling.	10	10																												
Cultivate your Dreams/Goals Daily - Read your Positive Affirmations or "My Goal(s)" statement.	2	2																												
TOTAL		43																												

* Add multiple points for additional activity

Book of the Month: _____

CD of the Month: _____

