

Recruiting: Are we Missing this Aspect Of Network Marketing?

Monday conf call 10/02/06

Mannaquest, Denver: The Ultimate Training Weekend...make it a priority DNA testing to break (already did in Las Vegas)

Mannafest Tickets: do not miss this Great Event! At Dallas Convention Center

Dallas Morning News 14 days of ads available for purchase Mtech

Carol McCall is our special guest next week's call on Listening Skills

1. Why is recruiting different from prospecting?
 - a). Network Marketing Times article that set forth the four elements of Networking:
 - 1) Sharing
 - 2) Recruiting
 - 3) Training
 - 4) Leadership Development
 - b) In evaluating your business, what are you doing to promote all of these four?
 - c) For my business, I did not draw a dramatic difference between sharing and recruiting...time to start NOW!

2. What is recruiting?
 - a. How are you emphasizing the importance of creating residual income in peoples' lives and the lives of others?
 - b. How are you changing peoples' paradigms? Why do we need so desperately to do that?
 - c. Overcoming your belief systems and the programs you have is a first before you can support others
 - 1) Money is bad
 - 2) Pursuit of making money is bad
 - 3) God is in control so who cares
 - 4) If I can not make a lot of money, they won't either
 - 5) This is only a health mission

3. What are some techniques you can use to present the crisis we are in today?
 - a) Statistics on Retirement: see attached sheet and use it
 - b) What is the #1 reason people do not like their jobs today?

Lack of purpose...and how can you give them purpose in Mannatech?
Over 80% of the people do not enjoy their jobs
 - c) What are the three things that Motivate people today?

In a national survey how did they rank?

Now, use this in your presentation!

d) The incredible value of residual income

See the attached sheet

Using a more realistic interest rate of maybe 3%:

MONTHLY RESIDUAL MONEY IN BANK

\$500	\$200,000
\$1250	\$500,000
\$2500	\$1,000,000
\$10,000	\$4,000,000

e) 10 Million new millionaires in the next 10 years

Read Paul Zane Pilzer's book, "The Next Millionaires"

Where did he conclude the majority of these would come?

Discuss the return to the entrepreneurship and why

Why health care?

f) Paul Kiyosaki and "Cash Flow Quadrant"

Exchanging time for money is the worst way to choose a method of supporting yourself and your future.

Why? Time is your only limited asset so why would you ever tie your net worth to your only limited asset?

Break out of it and break out NOW!

Show chart of quadrants and review this with your people

How many more of these mechanisms are there? Unlimited so just tap into your creative side and start to use them.

4. How do I use them?

a) Choose one or two at most for any given presentation to a prospect; develop some simple paperwork around them and give your prospect a visual as well.

b) Present in EVERY presentation especially those you have been limiting to just health; tie in the All Star Map program.

c) Put this out in newsletters to your existing associates who have never been educated on these issues before.

d) Make your point and then LISTEN!

Take any hundred people at the start of their working careers and follow them for 40 years until they reach retirement age, here's what you'll find according to the Social Security Administration:

ONLY 1 will be wealthy

4 Will be Financially secure

5 Will Continue Working - not because they want to, but because the HAVE TO!

36 Will be... DEAD

54 Will be... DEAD BROKE! - Dependent on their meager social security checks, relatives, friends, even charity for a MINIMUM STANDARD OF LIVING.

That's 5% successful, 95% unsuccessful!

Which group are you going to end up in?

THE DYNAMICS OF LEGAL NETWORK MARKETING

How does legal network marketing differ from a job?

In the best seller, *RICH DAD, POOR DAD*, Robert Kiyosaki shows the difference between rich people and poor people:

They THINK differently! Rich people invest in and build assets that multiply - Average people believe that someday they will get ahead by working and saving. Average people never get there. They never have enough money to invest in order to take advantage of multiplication.

A JOB [Just Over Broke]: Trading time for dollars. This is the very nature of a job - time in = money out. Work more, make more - work less, make less. This is a linear system. YOU NEVER GET AHEAD OF THE GAME.

Wealth comes from having assets that produce income through multiplication - even while you sleep.

Building assets takes time - yet rich people find it's worth it.

The following is a table of monetary assets (CDs or mutual funds) that you leave in place and which earn monthly incomes. The compound interest, i.e., monthly income is figured at a whopping 8% - averaged out over a year's time. Rich people understand the value of assets that multiply.

Principal (Asset)	Monthly Income
\$ 1,000.00	\$ 6.92
\$ 5,000.00	43.58
\$ 10,000.00	69.17
\$ 100,000.00	691.70
\$ 250,000.00	1,730.00
\$ 500,000.00	3,458.00
\$1,000,000.00	6,917.00

How can average people with no monetary assets get out of debt and have the potential for wealth?

Read below and think in a new way!

NETWORK MARKETING - THE VEHICLE FOR BUILDING AN ASSET

Invest time and energy - build an asset with the potential for multiplication!

Network marketing is a SYSTEM of investing and asset building. Network marketing provides the potential for investing time, energy, and a small amount of money to build an asset that will produce money through multiplication. As you nurture that asset (your success line) you can watch that time and energy multiply into dollars. Multiplication of effort is built into any networking plan. The net effect is a multiplication of dollars in your pocket.

In Network Marketing time and energy are the principal you use for building your asset.

How much is your time and energy worth?

If you refer to the chart above, you will see that the investment of time and energy that it took to earn a \$70.00 per month commission check in Network Marketing is equivalent to a \$10,000 monetary asset which generates \$70.00 per month.

You can't compare the Network Marketing commission to a wage. You can only compare it to having a CD or a mutual fund investment.

Keep your job until your Network Marketing investment of time and energy has built an asset that generates more income than your job.