

"Rock Your Network Marketing Business"
Sarah Robbins
Monday, January 20, 2014

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- Tuesday Night Live... Speaker Jeff Allen at 7:30 Pm CT at Mannatech Corp Offices or www.mannatechlive.com
- New Renewal Pack - \$229 – 1 Úth, Navig8, Success Tracker, Mannapages
- New independent study on Glyco's : <http://www.sciencenews.org/article/mother-lode?mode=magazine&context=187836>

1. Demystifying the Big Build

- a. Sarah's own story...she did not start fast...failed forward
- b. Be coachable...she cried a lot, was shy but was willing to learn
- c. "Reading books about our profession taught me the beauty of it." The top earners leveraged their time and built tremendous income by building a Team.

She shifted from product sales to power prospecting...made all the difference. What is prospecting? Process of talking to a lot (hundreds) of people in hopes you find some interested in joining you in your business. "It only takes a few..." Sifting and sorting...

"If you knew you had 3 gold bricks in your backyard, would you continue digging for them?"

- d. Cure to what ails you in your business? Your personal activity. Her rule: Five contacts per day keeps leads coming my way. Always work the numbers.

2. The Power of Our Profession

- a. Success in network marketing comes from doing a number of little things right and they start with:

1) Build your belief in the profession

Seven key issues.

2) Understand and be able to communicate the many incredible benefits

4 major ones

3) SUCCESS begins with the decision to be successful, a commitment to seeing it through, and you just can't quit.

- b. We offer hope and freedom to those who join our business model.

3. Preparation: Think Like a CEO!

a. You are the CEO...now what?

Develop an entrepreneurial mindset. Even with that, you need to manage your expectations, your emotions and your time.

Success starts with YOU. Network marketing professionals take accountability for their actions, daily activity and their own results.

b. Developing your blueprint for entrepreneurial success.

Make use of every hour you have to work your business. "You can work your business part-time but not some-time."

That means hours you work are planned, purposeful; you must be prepared.

c. Need at least 10-15 hours per week and it must be structured as to activities. 3 major: Sharing your business and inviting to try; sharing your product and inviting to try; follow-up, signing people up, and getting them started.

Control your time or it controls you.

d. Stay out of the "starving baker"

You can only go as far as you grow...so wake up every day and feed your mind too! "I worked harder on my self-development than I did on my business for a time."

Be intentional about your daily self-programming...positive only!

"My business can only grow as much as I do."

Change your language...words are seeds and they bring what you say.

She changed to have daily affirmations: "I have the fastest growing team in the company. I will be a top leader and earner."

What are yours?

e. Your WHY must make you cry!

It should help you discipline your emotions when disappointments occur (because they are guaranteed!). Draft a compelling future for yourself and spend a few hours doing it.

f. Short term goals...it is how you eat an elephant. Make them so you keep on track.

Visibility so have pictures around you to support your WHY. Also, recommends you get an accountability partner.

4. Promoting Products

a. Develop a health sized happy customer base...critical for success.

b. Large organizations are built by a lot of independent business owners each selling a little bit!

Lead with the business, default on the product.

c. How to get great customers?

1) Have parties in homes

- 2) Customer appreciation events
Once a quarter have a Cocktail and Conversation Event
- 3) Gift your products at every opportunity
- 4) Social media and sharing stories is a great way to sell products
- 5) Leave those you "bump into" through lifestyle marketing
"Great service...do you love your job?" or "Cute kids" and then "I enjoyed chatting with you today. I would love to leave you with this gift (tell a little about Ūth) I promise you will love it. If you promise you will try it I promise I will follow up." Get their name and number.

- d. Facts tell, stories sell
- e. Keep your customers happy. Continual follow up is key.
Treat them like a VIP...keep them in the loop.
"treat them like royalty and they will give you loyalty."
- f. Referrals are critical so develop that business with all your people/friends.

5. Power Prospecting

- a. Take the pressure off when you are prospecting (since that is your lifeline) by thinking you are just sharing and inviting. You are sifting and sorting. You wouldn't get upset if you were serving coffee and someone said no thanks...so don't here as well.
- b. Everyone fits in your business as 1 of 3 C's:
Consultant (for us Champion)
Customer
Connector (get referrals and if everyone knows 250 people...)
- c. Where do you find people?
 - 1) Revisit your customers
"How are you enjoying the products? I am not sure if I ever shared the business opportunity here where you can get your products for free, or actually make some good money. Do you have a few minutes?"
 - 2) Revisit past prospects and business partners when something NEW comes out
 - 3) Go through your phone and Facebook contacts
" I wanted to share some exciting news with you. I started a new business....and it is growing in your area. Could we meet for coffee so I can pick your brains?"
Use third party validation.
 - 4) Lifestyle marketing
 - 5) Parties/virtual parties
 - 6) Social Media
 - 7) Networking groups or chamber events

- 8) Events
- 9) People who provide you services
- 10) Traveling: wherever you go, you are always expanding your business in that area.
- 11) Creating your list...write down every person that comes to your mind/use memory jogger

6. Power Presenting

- a. Work with your team to develop their story...stories sell.
 - Who are you ?
 - Why were you looking for an opportunity?
 - How did you find your business?
 - What results have you seen/hope to see?
 - What has excited you most? What are you most excited about accomplishing.
- b. The 5 P's in presenting (15 minute presentation or 3-way call)
 - 1) partnership...your company why you joined...discussing benefits not just features
 - 2) products...share your own results and the market potential
 - 3) programs...share what support they will get from you and the company
 - 4) pay plan...share how the pay plan works, and how extra income can benefit them. Sarah suggests not getting into numbers unless asked...
 - 5) positioning and timing...create urgency "You couldn't have picked a better time to hear about this..."

Then be sure to talk about the benefits to your prospect and why this is a great for them...
- c. Always get something...either business, customer, referral, or NO (and add them to newsletter or Facebook to return to them later...follow up from time to time)

7. Power Close

Answering 3 basic questions:

- a. What does it cost? "All of our getting started options are basically less thanand you leverage the credibility and resources of our corporation." Talk down the cost objection by talking about the Fast Start programs, immediate ROI's.
- b. How does it work? What would I be doing?
"It's simple. We do two things: promote award winning products and a life-changing opportunity."
We will teach you everything you need to know to be successful. It's simple

and super fun."

c. How do I make money?

Give a quick overview of the bonuses, core compensation, and incentives.

Keep it simple and quick so as not to overwhelm.

D. Know how to respond to typical objections:

- 1) Too busy don't have time.
- 2) Don't have the money to get started
- 3) I'm not a salesperson.
- 4) I don't know anybody.
- 5) I don't want to bug my friends or family
- 6) I need to try the products first.
- 7) Is this a pyramid.

No does not mean No forever...

8. Power Start: Effective Enrollment and Duplication

a. Duplication is where the magic happens.

Meaning getting them started with a system that they can duplicate with their new builders.

b. Systems are critical.

c. Experience the enrollment experience with the new person so they are fully aware of how they bring in people.

d. Classic getting started list: Contact List, Why, Goal Setting, Core activities, 3 way calls, etc.

Daily activity is critical...5/3/2 program is what one of her distributors used to get to a 6 figure income.

9. Preparing Yourself to Lead

10 E's to being an Empowered Entrepreneur:

1) "Eighty six the ego." Humility is a requirement. Come from submission to learn from the experts.

Don't compare yourself to others. Always be willing to learn and grow.

2) Exude energy and excitement.

3) Encourage.

4) Engage your team.

5) Educate your team.

6) Equip your team.

7) Encouragement is important.

8) Ethical leaders go the distance.

9) Lead by example.

10) Endure, endure, endure.

10. Power of Belief

"It takes time and money to pursue many of our life passions. Network marketing can be the greatest vehicle to provide the time-freedom and financial-freedom necessary to live a life you love. Your dreams, desires and passions were placed in your heart for a reason, and I don't believe there's a dream or desire in our heart that cannot be fulfilled. It doesn't matter where you are now in your business, your dreams can be realized through this vehicle. You just have to remain coachable and committed; you can never give up."