

Teamwork in Network Marketing: A Must **Monday, June 26, 2006 Call**

Incentive: Where are you and where are your downline?

See you all in Denver so have Mtech pay for it

Pathway To Presidential Class: registration ends on July 6

Tax Classes are scheduled for August

Listening Class will start in September: keep your eye on Mannatrain.net

1. Why Establish Teams in Network Marketing?
 - a. You can not be everything to everyone. We each have strengths and fit in different personality quadrants.
 - b. In all other businesses, specialization of labor is required to grow, prosper...why is this model so foreign to network marketing?
 - c. Time management/time efficiency: time is your only limited asset. We talk of leverage of people in the marketing end i.e. you get the benefits of all your downline's marketing activity, yet why not leverage others time for all the other activities as well?
 - d. Accountability is crucial in order to move forward, as well as coaching, mentoring, etc. Surround yourself with complimentary people. Like attracts like and this does not move you forward.

2. What does teamwork look like in network marketing
 - a. It is your imagination that limits you so get "outside the box."
 - b. Team work is most effective if in your own downline but not necessary. So, work with whomever is in your area.
 - c. You can build a team across the country but then realize the inherent restrictions on the contributory efforts.
 - d. Utilize people's strengths: no square pegs in round holes.
 - e. Appoint a Team Coordinator who has the scheduling responsibility-getting summaries of meetings to all participants, and keeping the meetings going in the right direction. Outline all of the duties so no unmet expectations.

3. How do I build the team? What criteria?
 - a. Everyone prospects, so do not try to allocate this "job."
 - b. Look at the business builders (or want to be business builders) in your group/area; meet with them and categorize their talents. (this is not about being a leader; this is about making leaders!)

- c. Understanding personality types/behavior types is very important to this process to avoid some mistakes in allocating responsibilities (controllers, analysts, supporters and promoters).
 - d. Evaluate the core values of the group vMake sure all of the
 - 1) First step must be goal setting for the group based on the core values.
 - 2) Make sure everyone knows the why.
 - e. Structure fixed meetings, allocate jobs, move forward based on ACTION.
4. What activities does this team participate in?
- a. Weekly accountability
 - b. Sharing and amassing ideas on new marketing
 - c. Drafting flow charts, other tools necessary for all of their businesses
 - d. Evaluating new marketing materials as they come out
 - e. Building plans to meet incentive programs
 - f. Putting together creative materials for new marketing ideas
 - g. Reporting on other calls/new information out
 - h. Planning and hosting meetings for entire downline
 - i. Supporting associates through three way calls on conditions
 - j. Start up programs for new associates
 - k. Develop new retention strategies and implement (i.e. Mannamail)
 - l. Coordinate new speakers coming into town
 - m. Insuring that all Job Fairs and Health Fairs are always covered
 - n. etc., etc.

In effect, take all the jobs each one of you are doing (or in many instances not doing but should be doing) separately and put them on the table so that all on the Team benefit by the collective efforts of the Team.

**YOUR BUSINESS AND THAT OF YOUR TEAM'S WILL
EXPLODE!!!**