

Transform Your Business
in 8 Weeks!
Monday, October 12, 2015

- The next “Tuesday Night Live” meeting at Corporate Offices... October 13: “NOT TO MISS”
- Regional Convention in DALLAS Oct 17 at Mannatech Corp Offices or www.mannatechlive.com 9 AM CT – 5 PM CT. Register on <http://www.cvent.com/events/dallas-training-meeting/event-summary-109ba5fd92084ddc9e0290efb78c9d05.aspx>
- Have you been listening to “Hear from the Doctor”? If not check them out on www.mannatechlive.com

We will cover this in the next 4 WEEKS (2 sessions per Monday Call)

1. Week 1: Your 8-Week Roadmap

a. Why did you join Network Marketing?

Laying the foundation with your BELIEF. What alternatives do you have for time, financial, "choice" freedom in your life?

21st Century Profession: Review "Why Network Marketing"

Clarify your WHY...

If money and time were no object (in other words if you just received \$3 million), what would your life look like?

Who do you want to become?

Design your life with "your perfect day."

How do I use my WHY and MY VISION?

b. Choose a Winning attitude: positive, winning, unstoppable

c. Consistency pays: monitor your daily, weekly activities

d. Comfort Zone: Get out of it...we all have hardships. LIFE HAPPENS. 2-5 years of smart work will determine how you would spend the next 40 years!

e. Commitment: "the moment one definitely commits oneself, and then providence moves too." Benefits come in the LONG TERM.

f. Importance of goal setting.

2. Week 2: Become a Master Recruiter

a. 7 Days to \$1000...start today!

What does that look like? Massive inviting, STP's, and closing (20W/20C per wk)

What are your challenges?

b. Get the skills down on the 4 Basics: get coaching if you are not "professional"...these are CRITICAL skills.

1) Never ending LIST...7 keys

a) Knowing your list is your confidence

b) Do not prejudge

c) Use a memory jogger

d) At least 100 names to start

e) Keep adding daily

f) Warm list versus cold list and chicken list

- g) Organize and prioritize your list
- 2) Prioritize your list
 - a) Give your contacts 1-3 Stars: location, relationship, etc.
 - b) Start with warm local contacts (low hanging fruit)
 - c) Make a HOT list of top 20
 - d) Complete your list within 24 hours and GO
- 3) Best Lead Generation Sources in 2015:
 - Facebook
 - Instagram
 - Living life and 3-ft rule
 - Referrals
 - YOUR TEAM
- 4) Warm versus Cold Inviting
 - Warm: already have a good relationship
 - Use a good script as you start...goal is to invite not to give a presentation
 - Know the purpose of your invite (tools, event, 1on 1...)
 - Invite scripts: *If I could show you a way...*(insert their dream), *would you...*(insert what you want them to do).
 - Cold: Create a relationship first (FORM, etc)
 - Find things in common
 - Provide some value until become warm market
 - To Get a Commitment: *When do you think* (insert what you want them to do)...*So if I call you on* (day they will have done X, setting a specific time) *would you be ready....?*
 - Chicken List:
 - (1) Create a relationship
 - (2) Ask for their valued opinion
 - (3) Use tools (website, brochure, video)
 - (4) Use 3rd party credibility (upline with some credentials/success)
 - (5) Are you talking to the "Right" people?
 - Qualities of the right people? Know what you are looking for!
 - "You attract who you are." So, always work on you!
 - Law of Averages
 - Learn skills and allow yourself to practice
- c) Never stop sponsoring!
 - Lead by example
 - Generate fire and momentum in your team
 - 80/20 Rule: until you are earning \$10,000 per month, you should be spending 80% of your time recruiting/sponsoring
- d) Build long term relationships
 - Listen 2X as much as speak
 - Be interested in people...get to know them
 - Forget thinking of "making money"
 - "People don't care how much you know until they know how much you care."
 - 6) Identify their WHY in your conversation
 - People don't want to be "sold" but rather find answers