

Network Marketing Etiquette

LET'S TALK ETIQUETTE

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- Etiquette is important because it establishes a set of social norms and expectations that help individuals interact with each other in a respectful considerate and appropriate manner
- Examples of etiquette cross-culture
- How does this apply to network marketing? *"How you do network marketing is how you do life."*
- We're offering the gift of hope... choose your words wisely

BUILD RELATIONSHIPS

- Attitude is everything
- Use proper greetings (please, thank you)
- Be a good listener
- Put your phone away when you're talking with someone in person (don't be distracted by text messages etc while talking on the phone with someone)

- Be punctual
- Stay in touch
- Ask questions. Listen for needs. Start solving. Stop selling.
- Down & Up: Good news flows down. Discouragement, disappointment, and challenges flow up to your Sponsor or above

SHOW THAT YOU CARE. EMPOWER OTHERS

- Let the tools do the talking
- Show & Tell: Answer questions while showing them where to find the answer
- Congratulate the success of others

TEAMWORK MAKES THE DREAM WORK

- When you have a question: Reach out to your sponsor first. Then their sponsor. Then their sponsor's sponsor...
- Use 3-Way Calls: Introduce your Sponsor first; next your guest; and then press Mute. Thank your Sponsor afterward!
- Celebrate when someone you sponsored earns more than you
- This is a win-win business.