

- On The Road To Success -



IF ANY PERSON WANTS TO REALLY BUILD A LARGE TEAM, THERE ARE TWO PITFALLS THEY MUST AVOID.

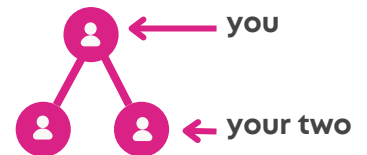
ALTHOUGH A SUCCESSFUL TEAM MEANS THAT ENORMOUS AMOUNTS OF PRODUCTS WILL BE MOVED BY THEM, THE ONE THING THAT MAY CAUSE DISCOURAGEMENT IS **THINKING ONE MUST ENROLL A LOT OF PEOPLE, AND/OR THINKING ONE MUST MOVE A LOT OF PRODUCT YOURSELF.**

The most direct Road to success in this industry is:

*Earn
While
You
Learn!!*

1.

SPONSOR 2 PEOPLE. ASK THEM TO AGREE WITH YOU THAT THEY WILL **ONLY SPONSOR 2**, AND WILL NOT SPONSOR AGAIN UNTIL IT IS OBVIOUS THAT THEIR TWO WILL MAKE CHECKS.



2.

TEACH YOUR TWO THE **PITFALLS** MENTIONED ABOVE. INGRAIN THIS IN THEIR THINKING.

3.

TEACH THEM TO **TEACH THIS TO THEIR 2.**

4.

TEACH THEM TO **PRESENT THE OPPORTUNITY**, BUT EARN WHILE YOU LEARN. USE THE COMPANY VIDEOS AND THE PRESENTATION VIDEO TO DO YOUR FIRST **10 TO 15 "ONE-ON-ONES."**

5.

AFTER THE VIDEO PRESENTATION, IMMEDIATELY SHOW THEM THAT NETWORKING IS **NOT ABOUT GETTING A LOT OF PEOPLE OR SELLING A LOT OF PRODUCTS.**

6.

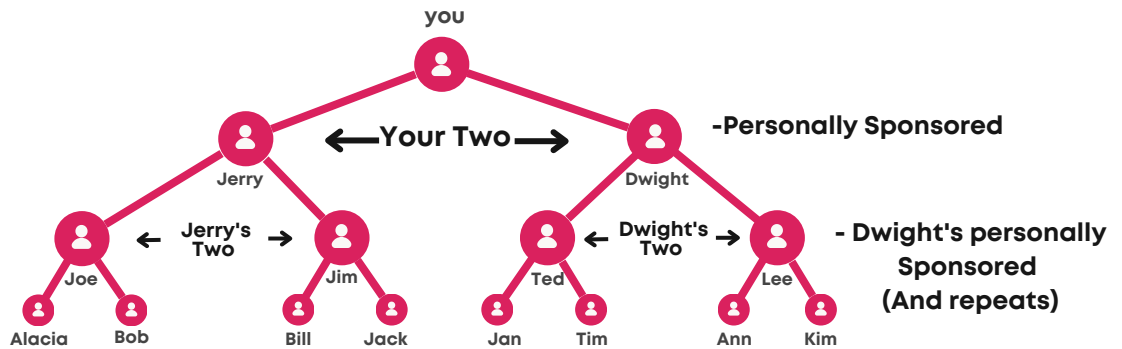
COMMIT YOURSELF TO HELPING THEM **SPONSOR THEIR TWO PEOPLE.** WHILE THE PRESENTATION IS HAPPENING, THEY WILL ALREADY KNOW THE TWO PEOPLE THEY WOULD LIKE TO INVOLVE. HAVE THEM BECOME A **PREFERRED CUSTOMER.** AND HELP THEM SCHEDULE APPOINTMENTS WITH THE TWO THAT THEY WANT TO WORK WITH.



Teach Your Personally Sponsored to Teach Their Personally Sponsored...

7. NOW, WHEN THE PERSON YOU PERSONALLY SPONSORED HAS SPONSORED THEIR FIRST PERSON, MAKE THE COMMITMENT FOR THEM IN THEIR LEARNING THAT THEY WILL HELP THEIR PERSONALLY SPONSORED PERSON PRESENT FOR THEIR TWO. (**AGAIN UNTIL THEIR PRESENTATION BECOMES SECOND NATURE TO YOU. USE THE VIDEOS.**)(THE ONLY THING YOU WILL NEED TO LEARN TO TEACH, OTHER THAN WHAT IS ON THE VIDEOS, IS WHAT YOU ARE LEARNING NOW.)

8. HELP YOUR PERSONALLY SPONSORED TO HELP THEIR PERSONALLY SPONSORED TO HELP THEIR PERSONALLY SPONSORED, ETC. **DO THIS DOWN THREE ROWS.**



9. TEACH YOUR **PERSONALLY SPONSORED** TO TEACH THEIR **PERSONALLY SPONSORED** ETC. TO BE RESPONSIBLE FOR THE SUCCESSFUL TEACHING OF THEIR OWN FIRST **THREE ROWS**.

10. YOU AND YOUR FIRST TWO ROWS ARE A TEAM OF SEVEN. DEVELOP THE CONCEPT OF WORKING TOGETHER. MEET TOGETHER AND MAKE YOURSELF RESPONSIBLE FOR THE EIGHT PEOPLE IN YOUR THIRD ROW. BE THEIR UPLINE CONSULTANT TO HELP THEM BE RESPONSIBLE FOR THEIR FIRST THREE ROWS. TEACH THEM TO DO WHAT YOU ARE NOW DOING. (**IT IS FAR MORE IMPORTANT THAT YOU SPEND "FACE TO FACE" TIME WITH EACH OF THESE THAN IT IS TO SPONSOR MORE PEOPLE. IF YOU HAVE TAUGHT THEM WELL, THEY WILL TEACH THEIR THIRD ROW WELL, AND THE PROCESS WILL CONTINUE**

11. WHEN YOU HAVE 3 ROWS IN PLACE... THIS SHOULD TAKE **LESS THAN THREE WEEKS.**

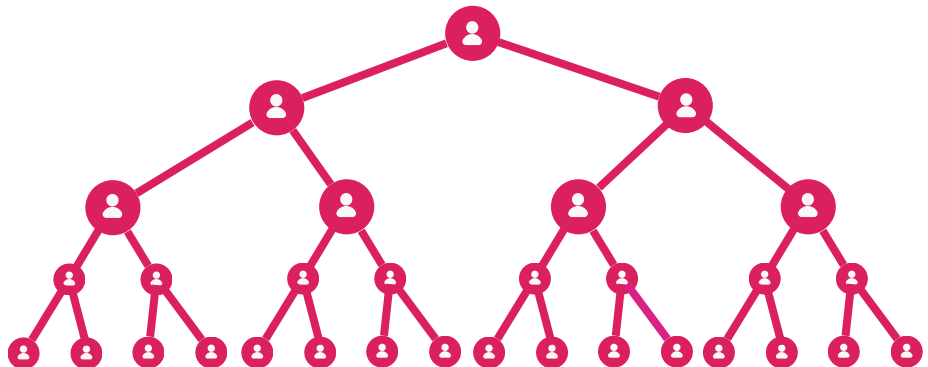
1 ON EACH SIDE

2 ON EACH SIDE

= 30 PEOPLE

4 ON EACH SIDE

8 ON EACH SIDE



AT THIS POINT, REPEAT THIS PROCESS FOUR MORE TIMES (**PLACE ONE ON YOUR LEFT AND ONE ON YOUR RIGHT AND HELP THEM DO THE SAME**), EXECUTIVE STATUS CAN BE ACCOMPLISHED WITH THIS SIMPLE SYSTEM.

