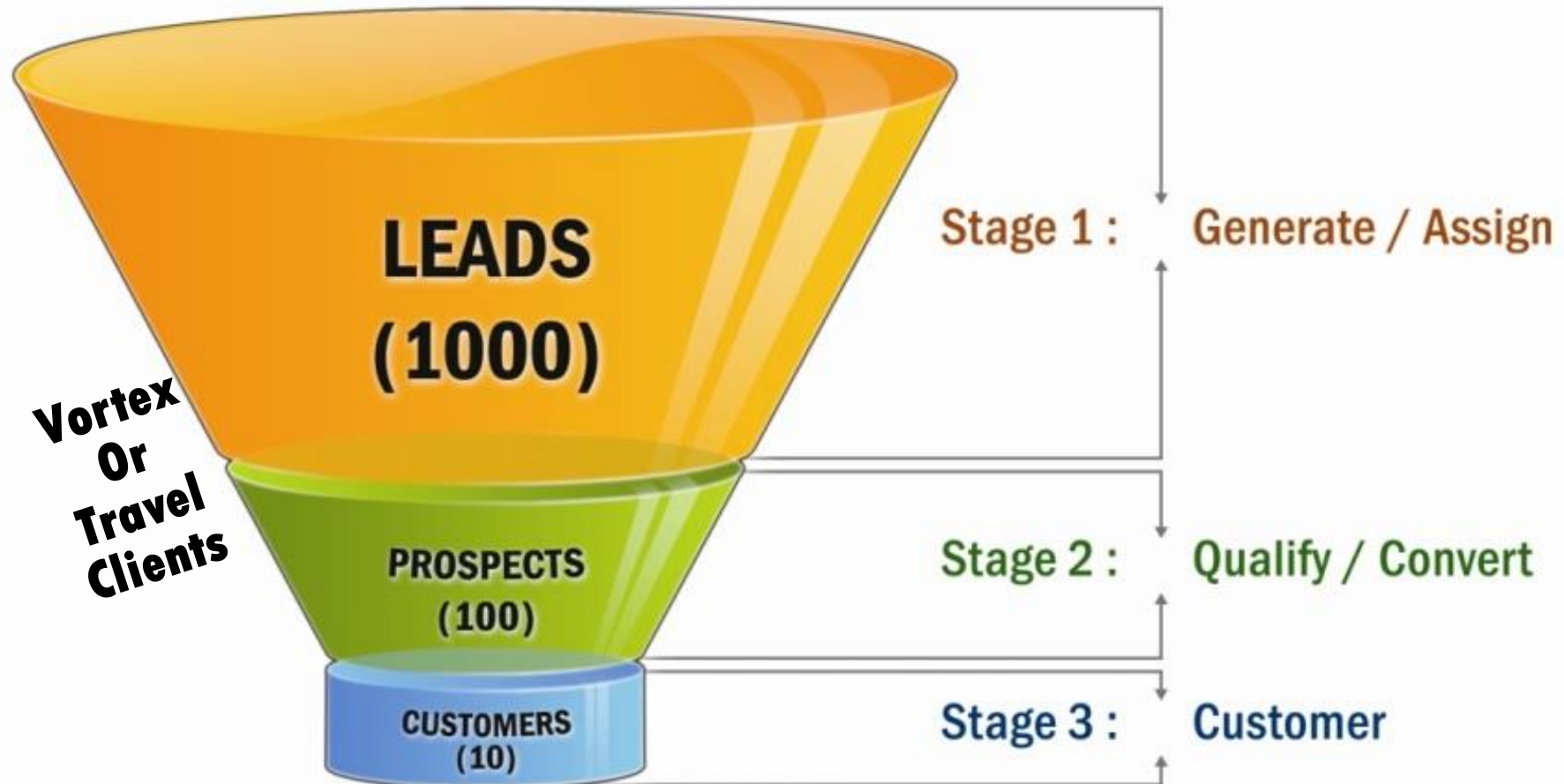




Activity
Generating Leads
Accountability

Law of large numbers



**New Business
Partners**

Ways to generate a lead.



- Travel surveys
- Giving out business cards
- Warm market Referrals
- Social media
- Special events
- Email list
- Groups you are in – or join groups
- Phone contacts

Once I have a lead

- Send a video using mobile app
- INVITE to a presentation/one on one or webinar
- Presentations
- Sign up or set up a follow up action
- Sign up on Vortex
- Follow up follow up follow up
- 3 way calls
- Drip – NEW things - text – videos – travel party events



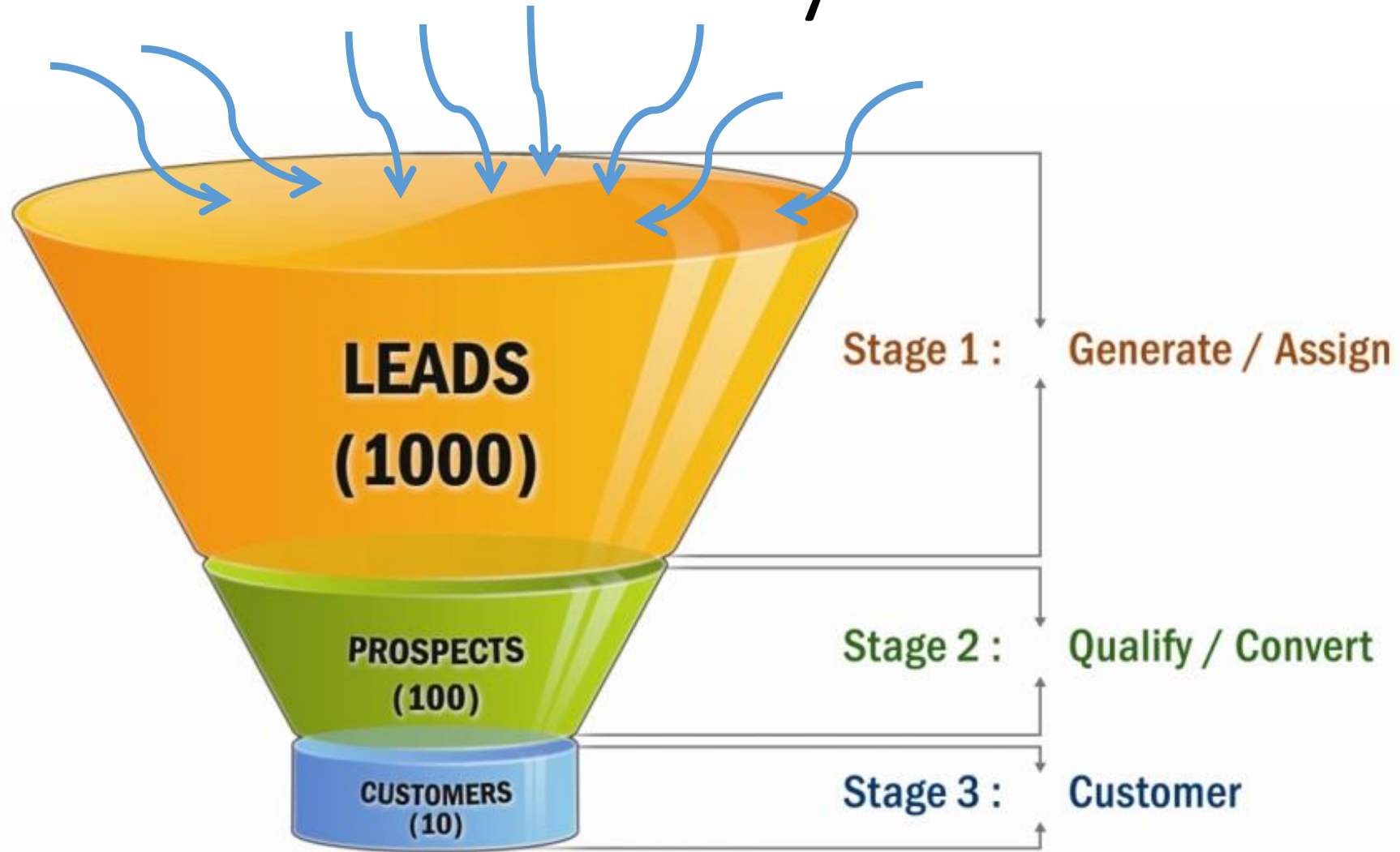


Active hot list of 25

How to keep track of leads and not loose track of leads

- Spread sheet
- Index cards: 2 boxes with dividers 1-31 (days of the month)
- Daytime planner – physical not in phone
- Online contact manager

funnel with new leads weekly





*Tracking your
progress and
accountability*

Surge365 WorkSheet

	A	B	C	D	E	F	G	H	I	J	K	L	M
1	Date:												
2		Name	Phone#	Email	<i>Sent video</i>	<i>Watched Video</i>	<i>3-Way Call</i>	<i>Presentation</i>	<i>Webinar</i>	<i>Vacation Party</i>	<i>In Person Presentation</i>	<i>Join Business</i>	Notes
3	1												
4	2												
5	3												
6	4												
7	5												
8	6												
9	7												
10	8												
11	9												
12	10												
13	Worksheet complete how many people Join your team >>>>>>												

Setting daily / weekly goals to accomplish weekly active



- Use a week view day time planner to show your activity on a weekly bases.
- Set daily and weekly goals that are specific to the activity needed to reach the your success goals.
- Set goals for 3 and free, for \$1,000 bonus, Regional Builder, Director and then back up your numbers to how many leads you need to add to your funnel every week to reach those goals in that time frame

Keys to Recruiting

1. We must decide (put to death our options)

- Lead by Example
- Go wide fast (12 in 30 days)



2. Don't Beg

- Recruiting is communication TTMP (Talk To More People)
- 7% Words, 38% Tone, 55% Physiology

3. We have got to make recruiting FUN

- Go to every event with someone new

4. Think and grow big