

1. SCHEDULE

- (a) Set aside time to recruit and prospect
- (b) Set yourself daily goals for 'Yeses' or 'Invites' to watch the Business Overview
- (c) Decide to do something recruiting related every day

2. STRATEGISE

- (a) Make a list of EVERYONE you know
- (b) Sort the list into categories such as Friends, Family, Work Colleagues, Business Owners, Community, Clients, etc.
- (c) Gather information and determine the best strategy (See 'F.O.R.M. & S.I.G.N' in Part 2 Workbook, Page 2)

Different groups of people respond to different strategies:

Friends and family may respond to 'Trust me' or 'You need to see this'
Work Colleagues may be happy to come and give you an opinion
Some may need help themselves and that will be why they come
Business owners may respond to looking at 'additional income streams'
For cold contacts (people you don't know) the magic question script is ideal. (See 'Magic Question', Part 2 Workbook, Page 5)

You should MASTER the Magic Question Script so it becomes very natural when you say it and you can fit it into almost any conversation with 'By the way... who do you know.. etc.

BECOME A MASTER INVITER

These questions are helpful when inviting a prospect to a Business Overview in conjunction with the Magic Question:

'John, you're a friend of mine, right? I've just become involved in a business I'm very excited about. I respect you and Mary a lot and would like to have you look at the business to see if you see the same potential that I do.'

Once you receive a positive response, say:

'The company I'm working with has a short Business Overview video for interested and qualified candidates.'

Offer to meet them early before the overview and introduce them to your upline leaders.

*Initially
information can
be an obstacle
to people -
Choose your
words wisely.*

**REMEMBER: Your job is not to RECRUIT but to EXPOSE people to an opportunity and let them decide if it's the right one for them.
Let the System recruit them for you!**