

# **“All You Will Ever Need To Do To Become The Best Upline Ever”**

- Find Prospects in abundance.
- Invite Prospects.
- Presents Your Business/Product.
- Train Your Distrubtors.

Everything you need to know to be a raging success in network marketing is contained in only four steps – Find Prospects, Invite, Present and Train. It’s really no more complicated than that.

## **----- FIND PROSPECTS -----**

The first thing I teach my team is how to get 5-10 leads a day quickly. When you get 10 new people a day reviewing information and you have to follow-up with them a few days later, within 5-10 days you’re SO busy, you have so much going on, so many calls scheduled that you barely can keep track of it all and it changes your whole mentality from one of scarcity, when it comes to leads, to one of abundance and prosperity.

## **----- INVITE PROSPECTS -----**

The most important skill that everything else hinges on is your ability to successfully invite prospects to view a presentation.

Think about it. Presentations and new distributor trainings can be done using professionally-designed materials (live events, CD’s, websites, videos). But the inviting must be done by YOU. If you can’t successfully invite prospects to take a look at the initial presentation, you won’t get far in this business.

The good news is this – when you master the skill of inviting, you are virtually guaranteed to become wildly successful in this business! On our team we use a proven, 6-Step Inviting Formula.

We take our new reps by the hand and show them all of the ingredients necessary to successfully invite huge numbers of qualified prospects to view their presentation. We also drill on areas that need improvement. By the end of our training, our people can successfully invite and create curiosity and interest with any prospect they choose to.

## **----- PRESENT YOUR BUSINESS/PRODUCT -----**

In our training we teach 3 steps to becoming a recruiting master.

#1 is to create a good relationship with the prospect.

- We all heard the expression “People do business with people they know, like and trust”. Well there’s an exact formula for doing that in our training. It makes you and your prospect feel like you’ve been friends forever. People who have never been good talking with others learn the formula and they suddenly feel like they are a natural.

#2 Find out what the prospect really wants.

- How can you help someone achieve what they want if you don’t know what they actually want to achieve? You see, people don’t get involved because they like you, your company or your products. Yes it’s part of it but the main reason they join is because they can get what they want.
- And in our training we teach how to connect your business to their specific goals. Instead of doing a sales pitch, it’s more like a conversation between two friends exploring how to connect to what they want with the business. It’s an easy transition and for them... an obvious choice.

#3 Help them believe they can do it

- This step makes them believe it can happen. Objections that most networkers used to fear in the past are no longer an issue. They actually welcome and even help their prospect formulate their objection because they know that if they both eliminate together those objections, they can now see why it’s going to work.
- And when your prospect believes with certainty, they sign up.

----- **TRAIN YOUR DISTRIBUTORS** -----

Tim Sales described the 13 Activities that are the heart of how to be a great coach and how to develop productive people. The 13 activities cover these areas:

1. Goals – What your new person wants to achieve
2. Training – Creating the necessary skills
- 3-7. Outbound promotions – Generating people to communicate with
- 8-10. Communication – Inviting and presenting to prospects
- 11-13. Results – Products sold, distributors/ reps sponsored and trained.

Logically, if a person isn't getting any results from steps 11-13, something didn't go right in steps 8-10. And, if a person didn't do steps 8-10 it was because the person also didn't do steps 3-7 or didn't do them correctly.

To be a great coach you must coach the right thing! If your car won't start and you call a mechanic and he comes out and changes your old windshield wiper blades – yes he fixed “something,” but not the right thing to make the car start!

A coach is only valuable if they can identify the real problem and correct it. The way you identify the real problem is to locate – in the right sequence – what your downline can't do using the 13 activities.

If your distributor can't get results (activities 11-13), you must look earlier to find **THE FIRST STEP THEY COULDN'T DO.**

Most people struggle in MLM because they're not aware of this formula or they don't know how to implement each step of the formula or they just don't take any action.

Over my years of experience in MLM I developed tools, trainings and systems to help people put a simple plan of action in place to create success.

I hope you take advantage of that and achieve your goals much sooner. All the best!



A handwritten signature in blue ink that reads "Stéphane Page". The signature is fluid and cursive, with a large initial 'S'.

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