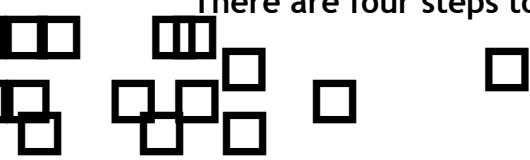


Duplication is the key to success.

*“Make no mistake about it, the massive incomes in network marketing are made by those who develop massive teams of marketers/wholesale consumers.”*

There are four steps to this business:

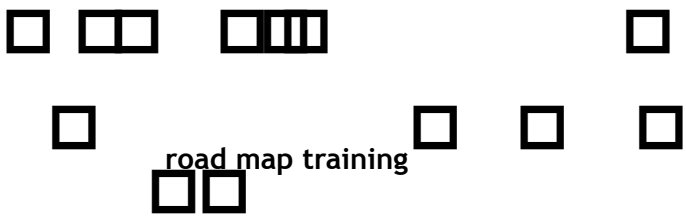


Wealth is hidden from those who must do it all for themselves...

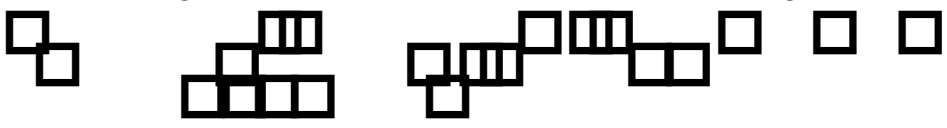
Wealth exposes itself to those who are patient enough to train others.

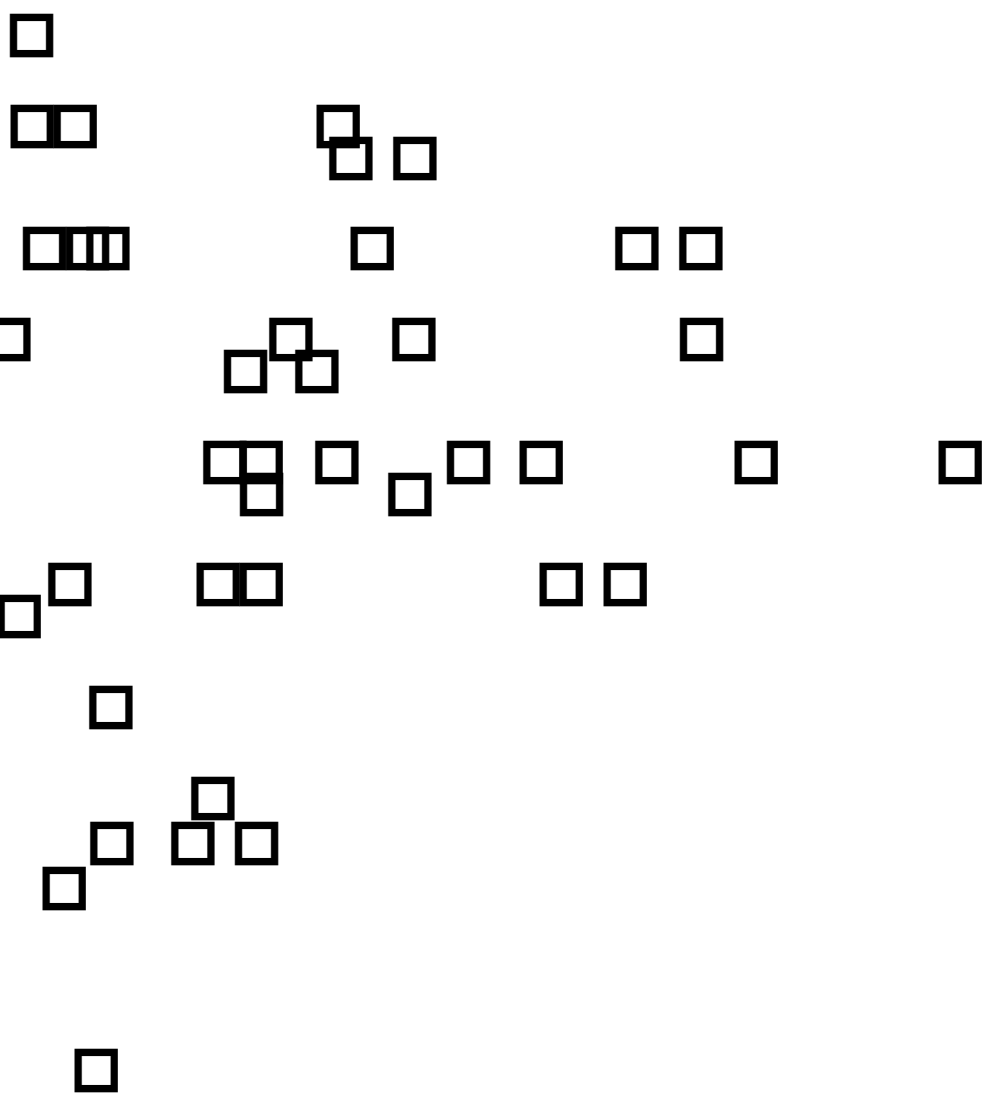
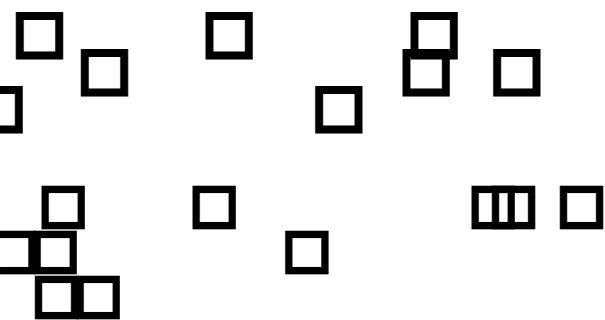


“Well it just seems to come so naturally to them.”



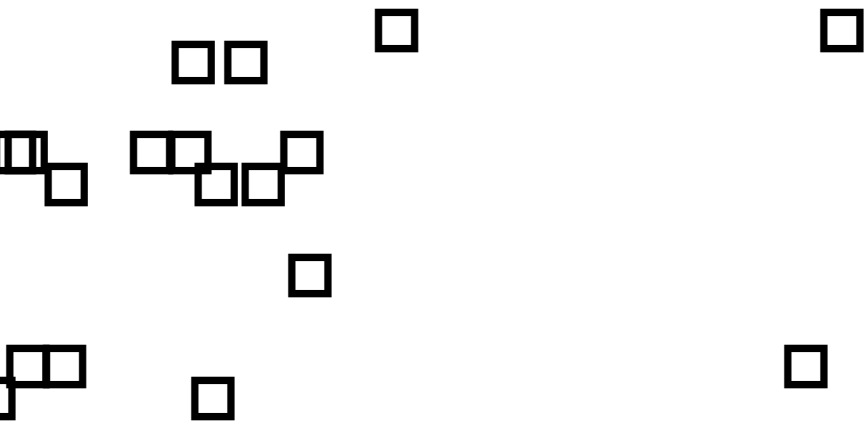
Ignorance on Fire is better than Knowledge on Ice!







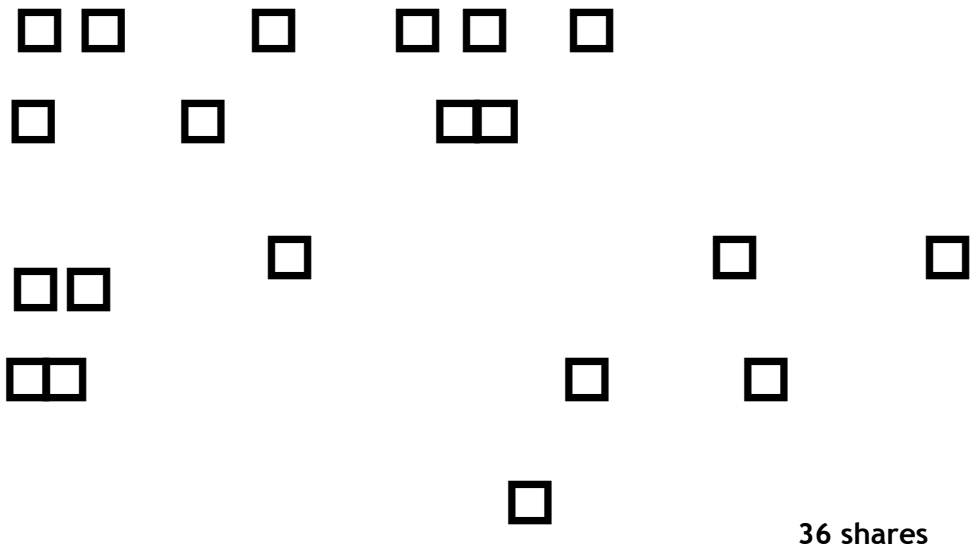
Business Builder 400 example:



100 shares

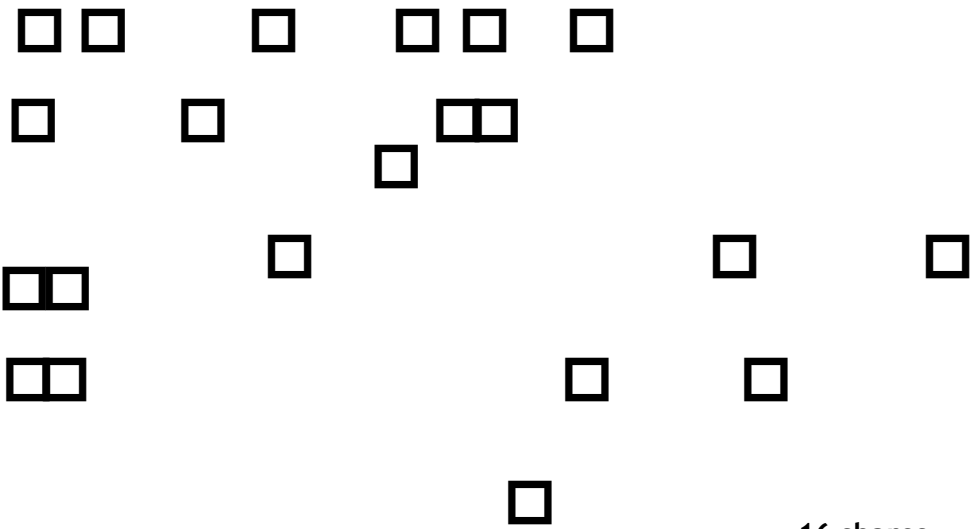


**Business Builder 300 example:**



36 shares

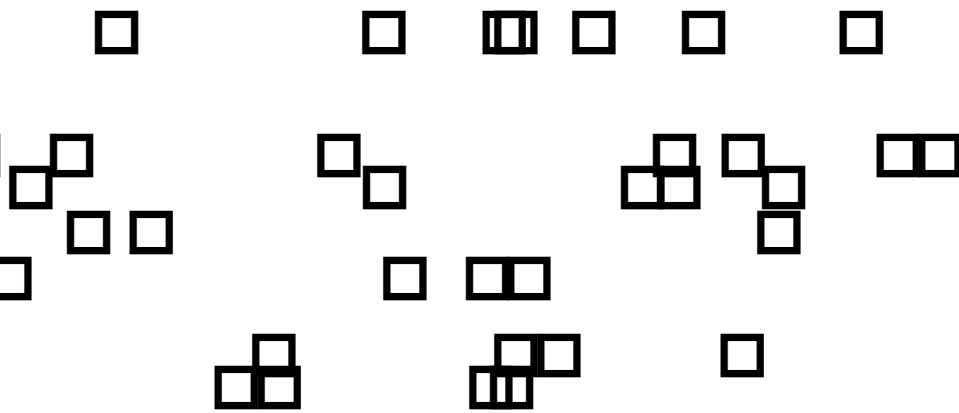
**Business Builder 200 example:**



16 shares



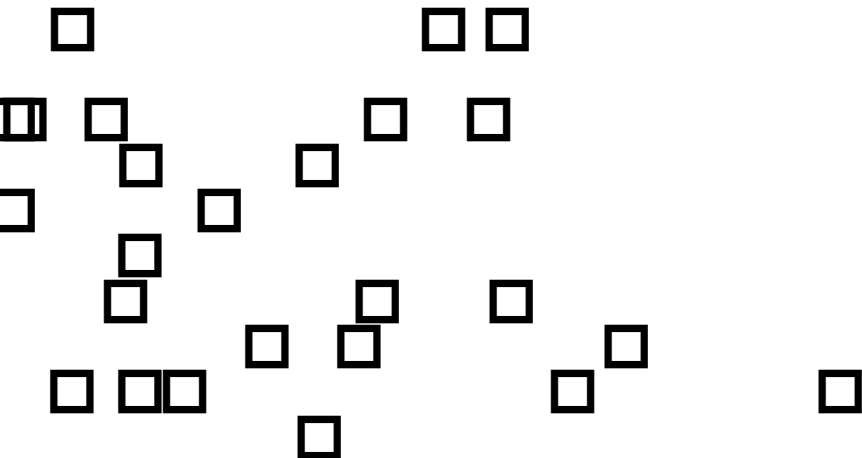
UPLINE EXPERTS



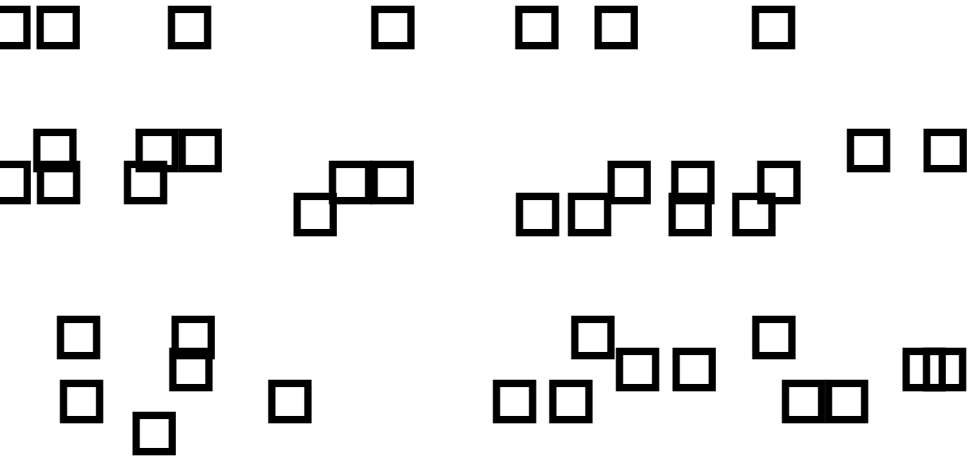
BEGIN YOUR LIST



1ST 48 HOURS - NEW DISTRIBUTOR HOME WORK



1. EXPAND YOUR LIST

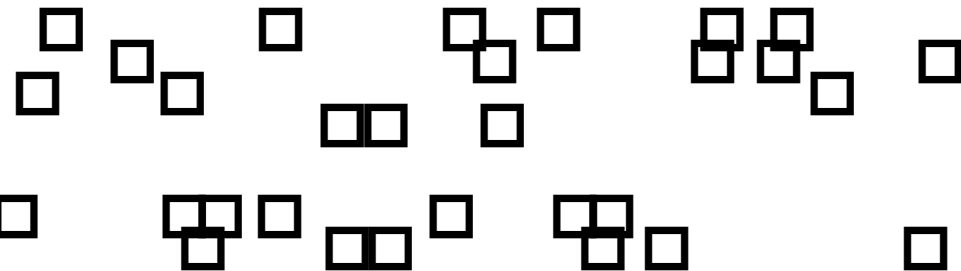


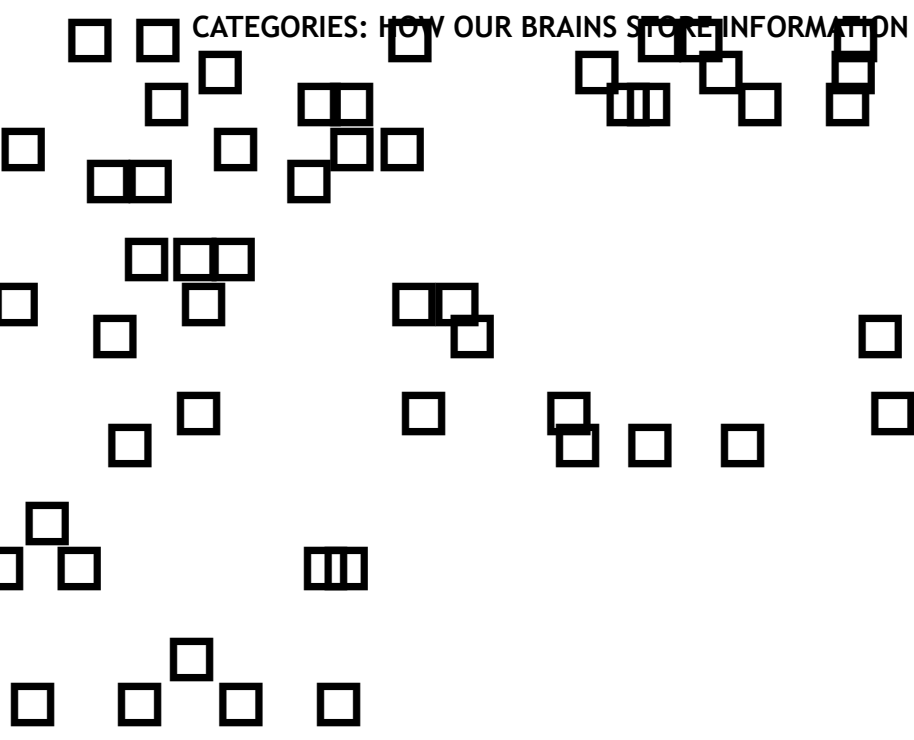
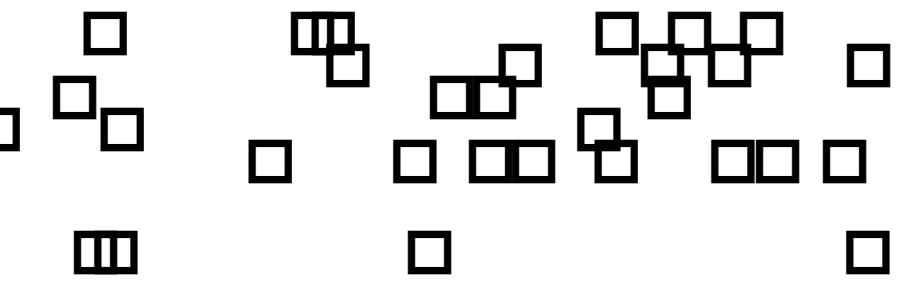
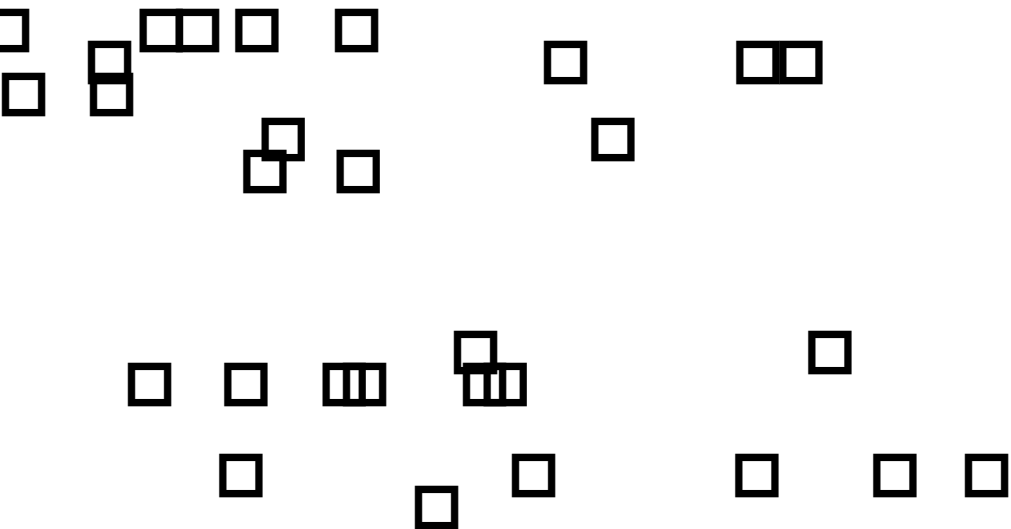
4b. List your top 20...

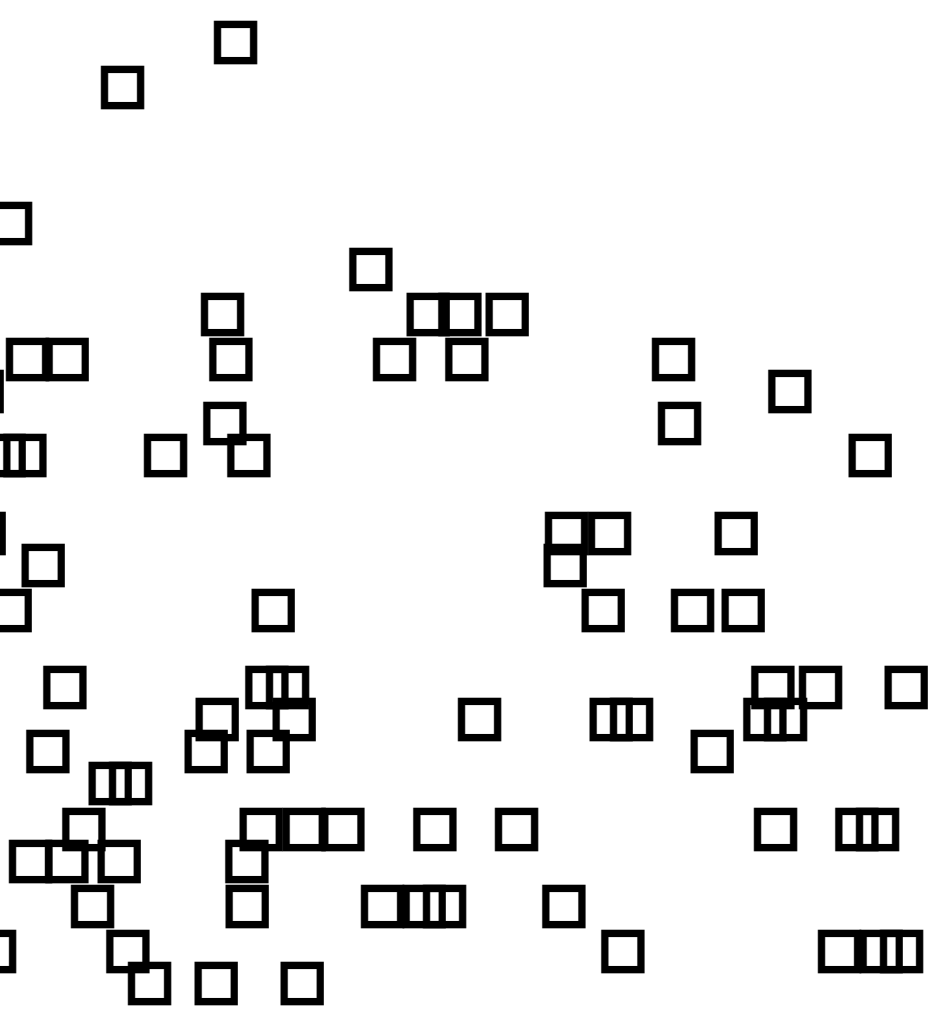


Your contact list is the most vital tool you can use to build your business.  
The list is the fuel for your business.

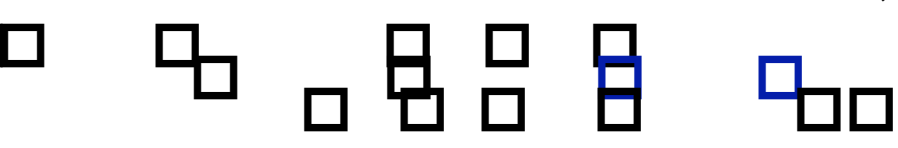
Do you want to start this journey with an empty tank or a full tank?







**ACTION STEP: WITHIN 48 HOURS OF READING THIS, CREATE A LIST OF 200 PROSPECTS**



## 2. WRITTEN GOALS



Have a family meeting and share these goals with your family

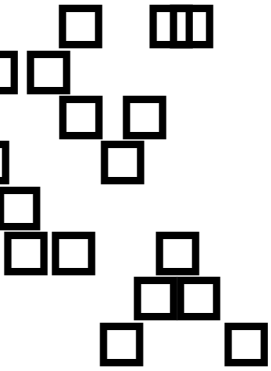


Create a dream board

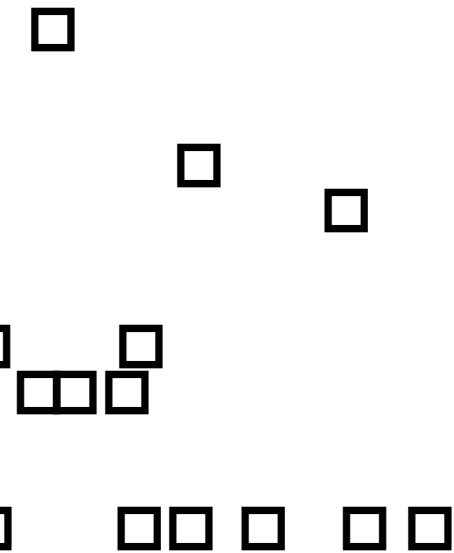


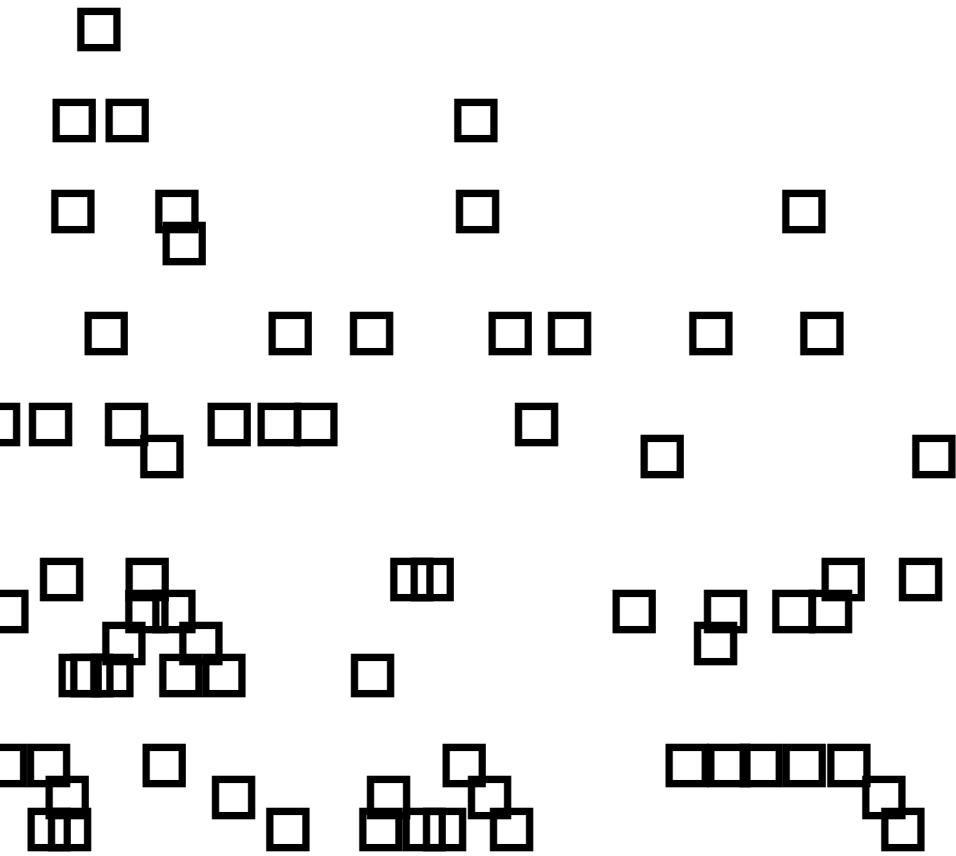


LIFESTYLE CHALLENGES

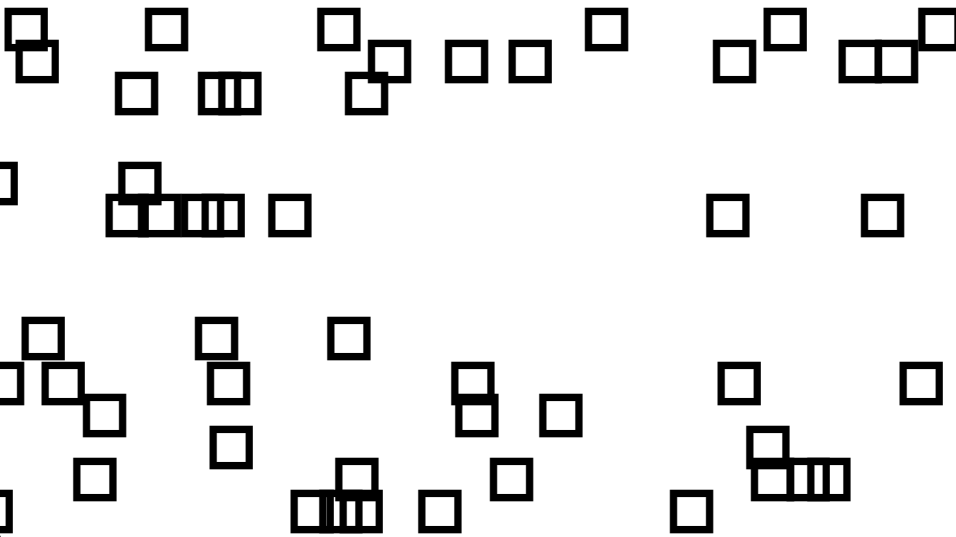


LIFETIME GOALS

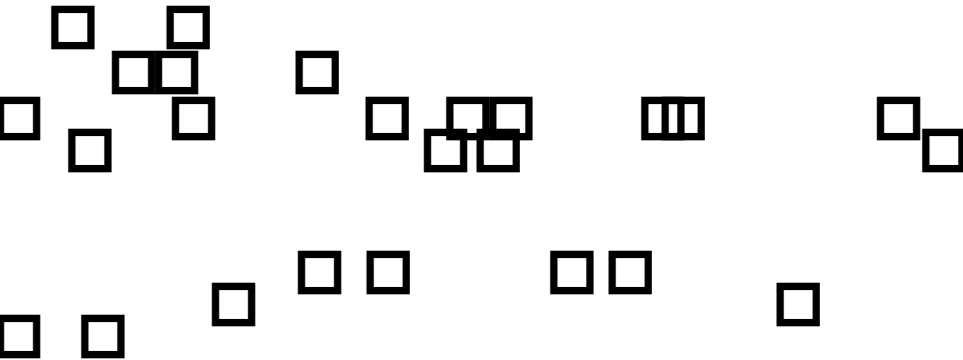




Edification



#### 4. BUSINESS PLAN



Arrange for a time right now for your initial training. It is best if this is done within the next 48 hours. [Do this now before going to the next step.]

#### 5. BE ACCOUNTABLE

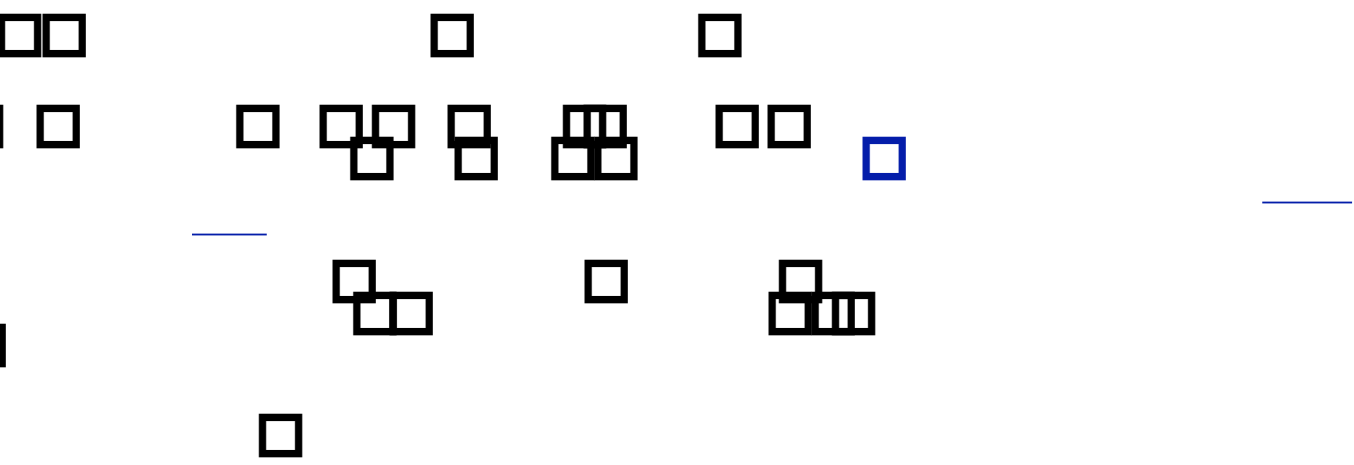


If you are new to Network Marketing, it is a very good idea to not approach any one until you know exactly what to say.

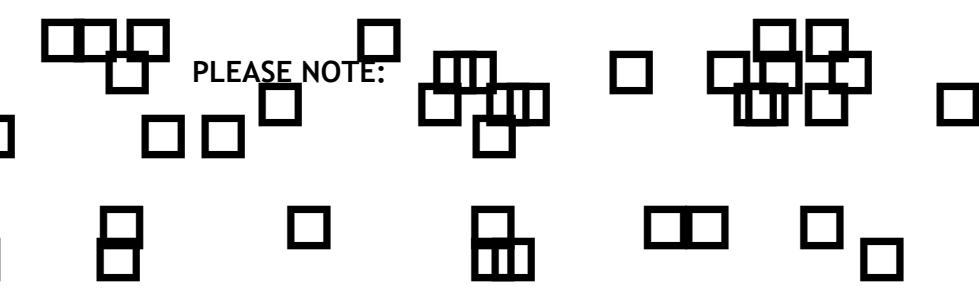
this includes emailing your contacts - wait don't do that just yet



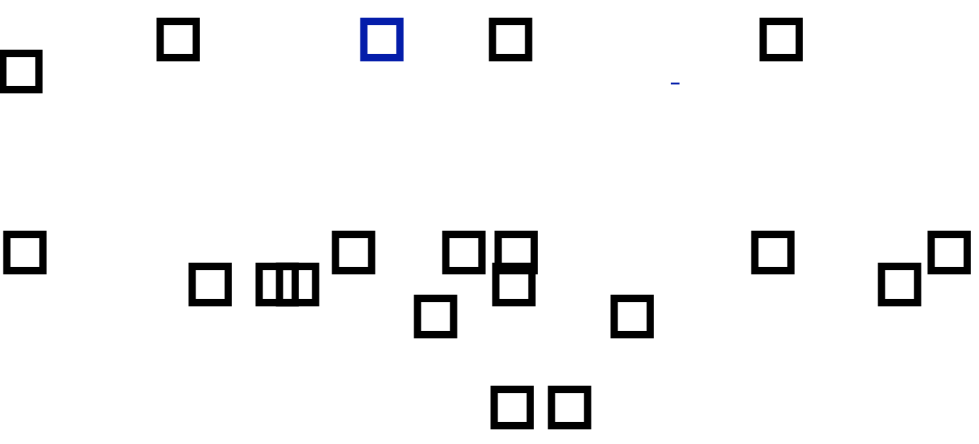
6. TRAINING APPOINTMENT

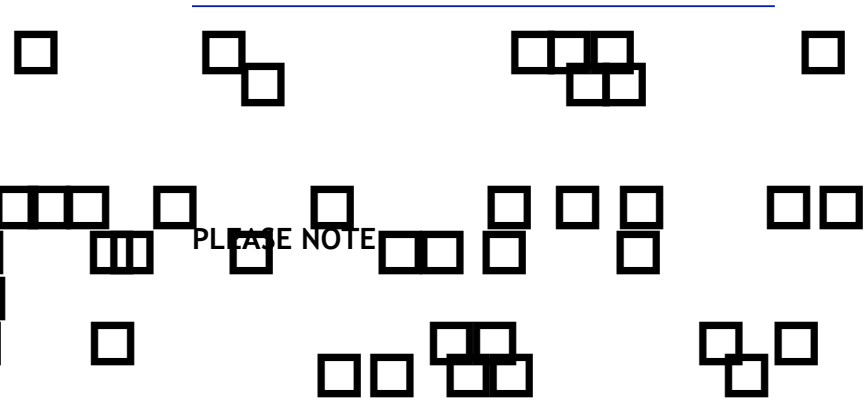
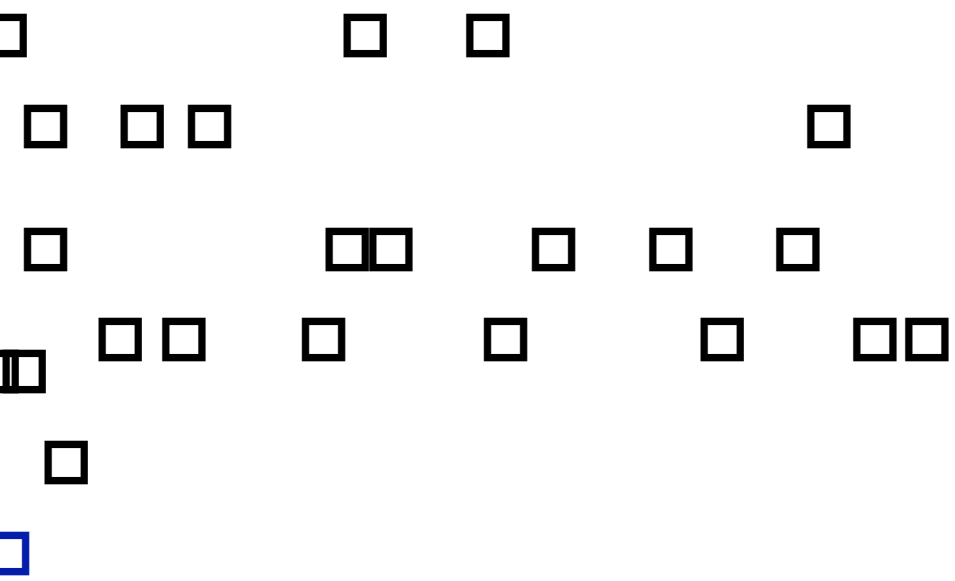


PLEASE NOTE:



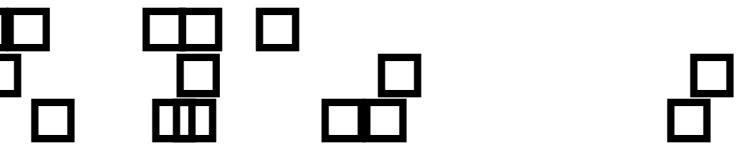
During your training appointment:





PLEASE NOTE

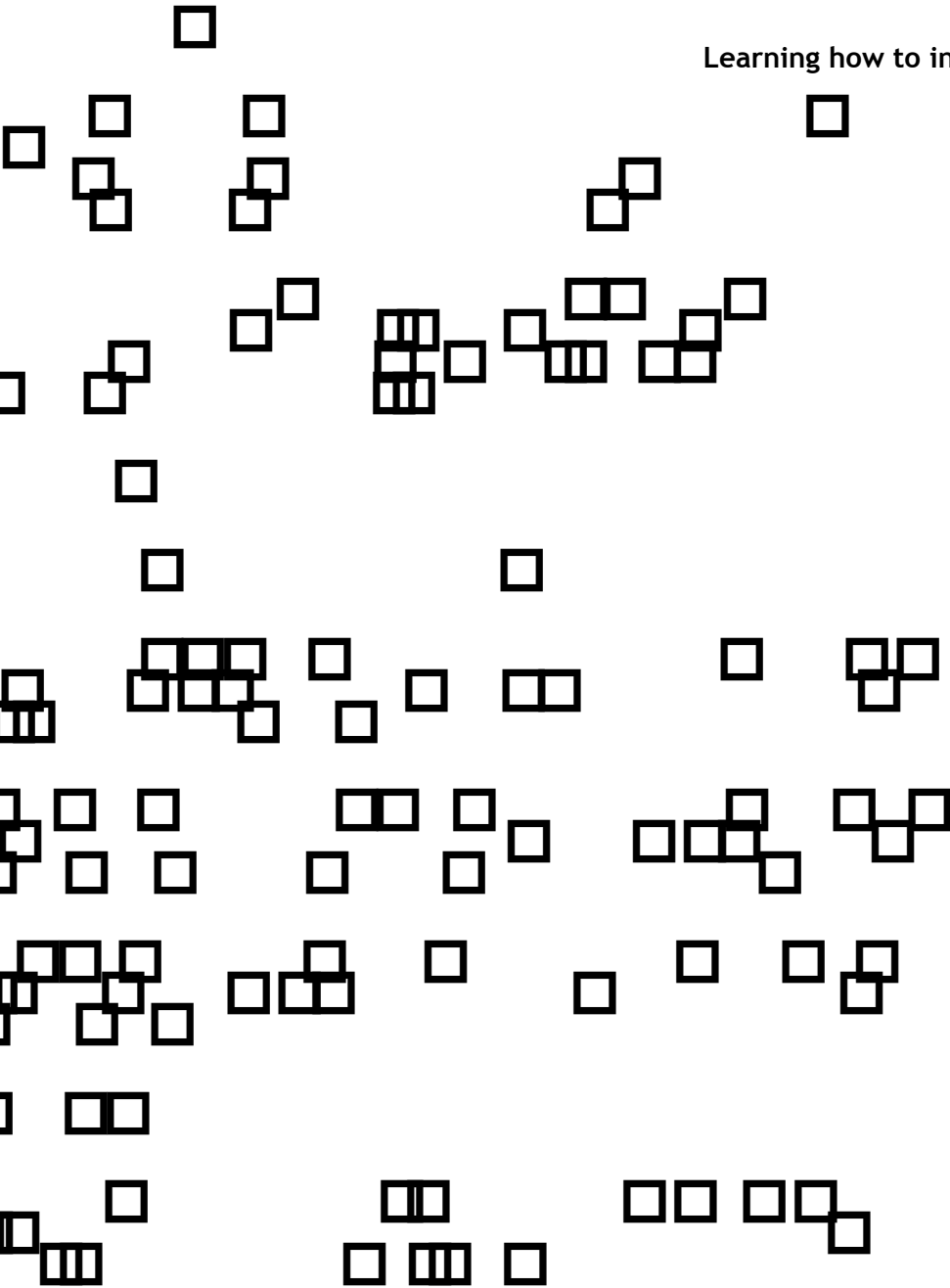
At your initial training you will be taught to:



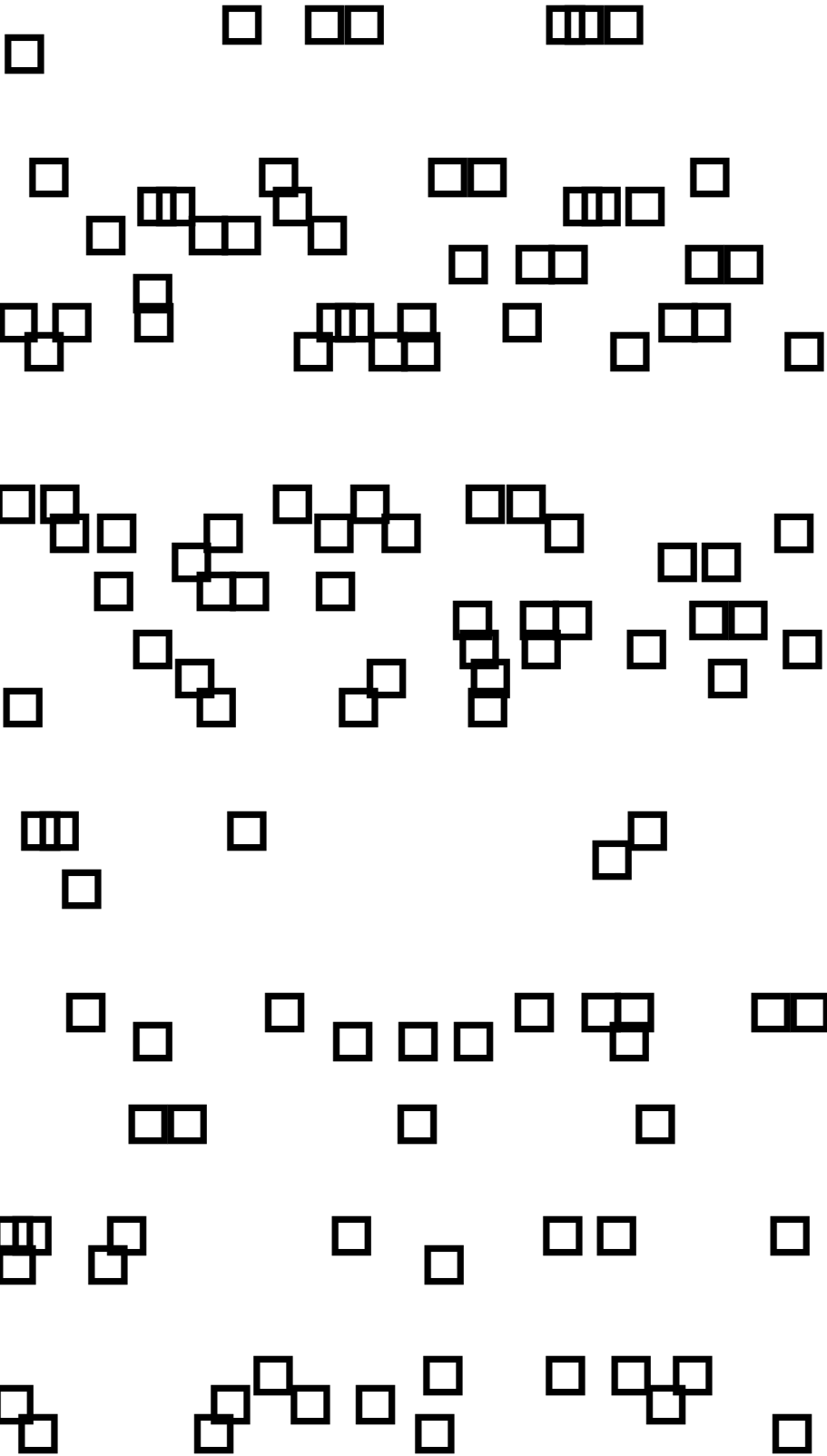
This sequence of events is EXACTLY what our fastest growing team members are doing.

8. INVITE

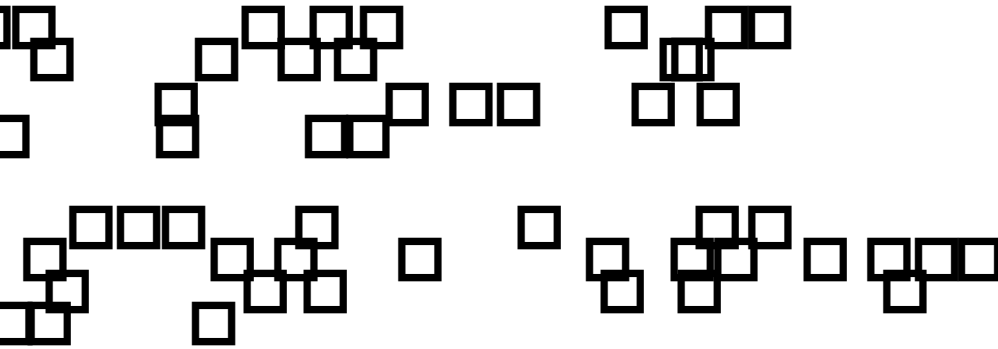
Learning how to invite is critical to your success!



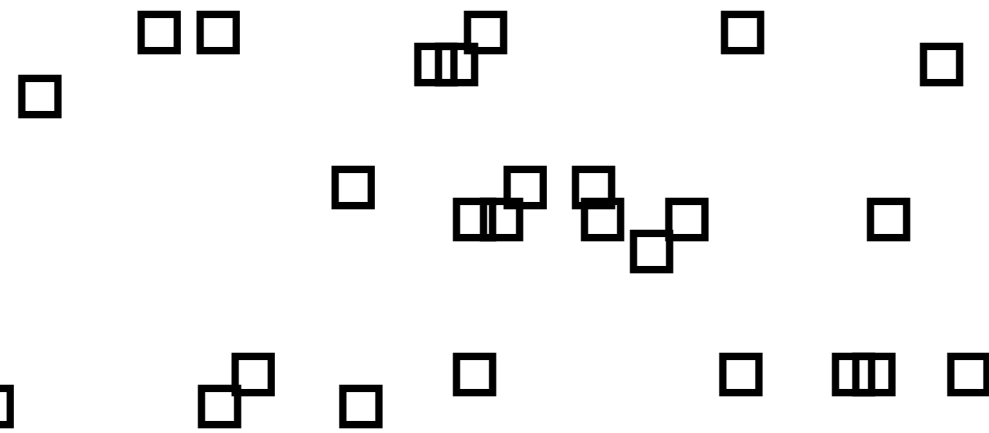
Sample Piques or "Powerlines":



Are you open to learning how you could diversify your income without jeopardizing what you currently do?



Peak and Pass to the expert.



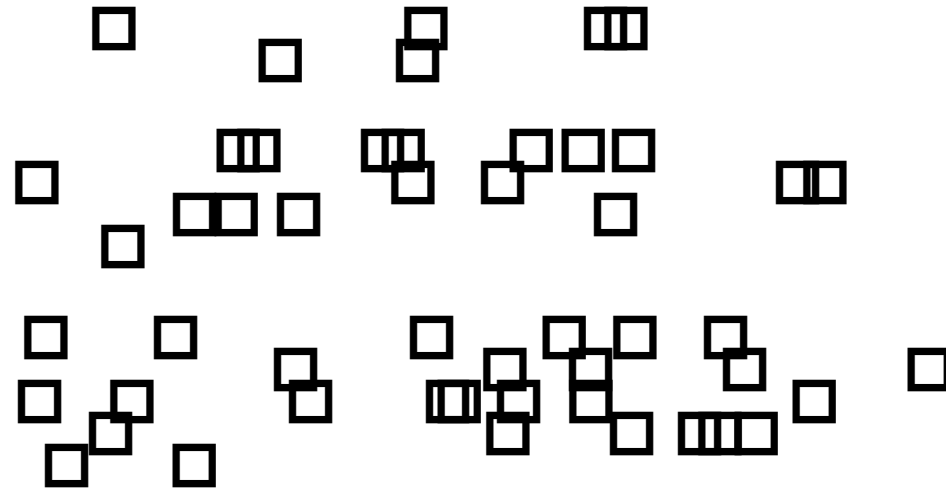
How do you think YOUR upline expert learned the phrases that he or she uses every day?



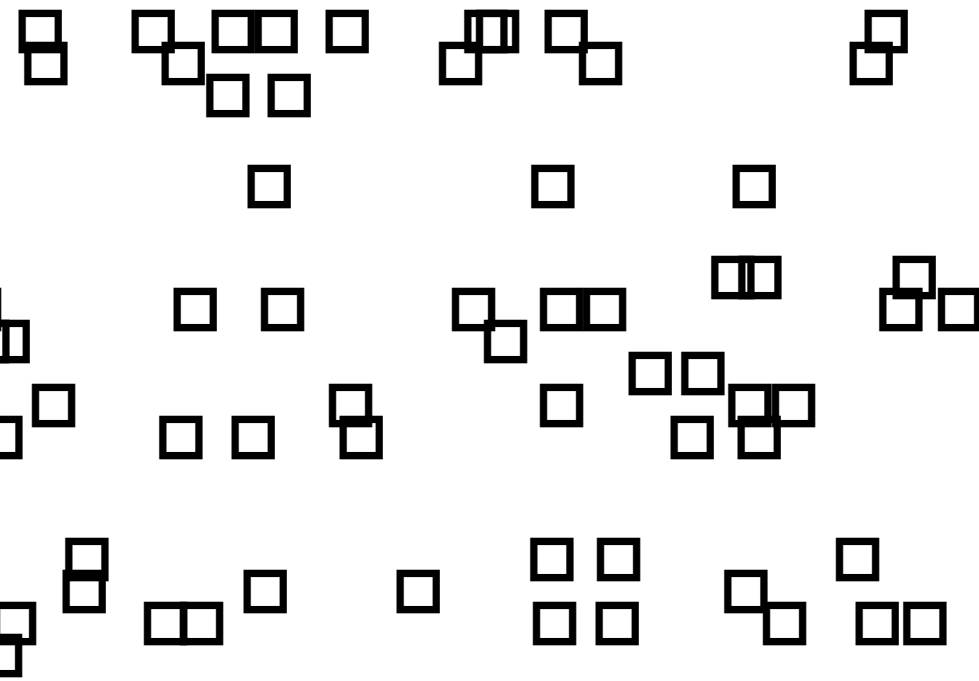
**JUMP START YOUR BUSINESS**



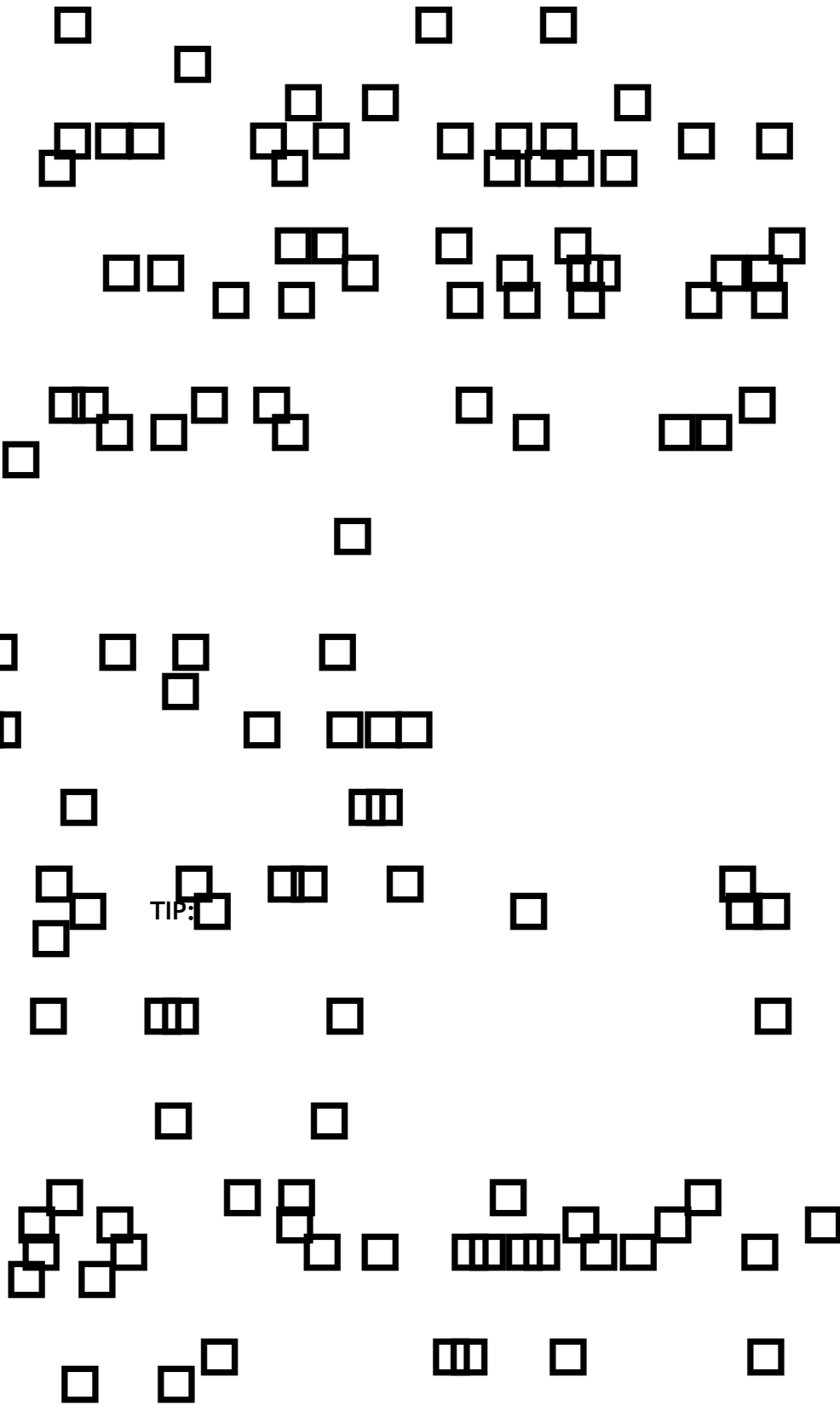
**Schedule Your Private Business Reception**

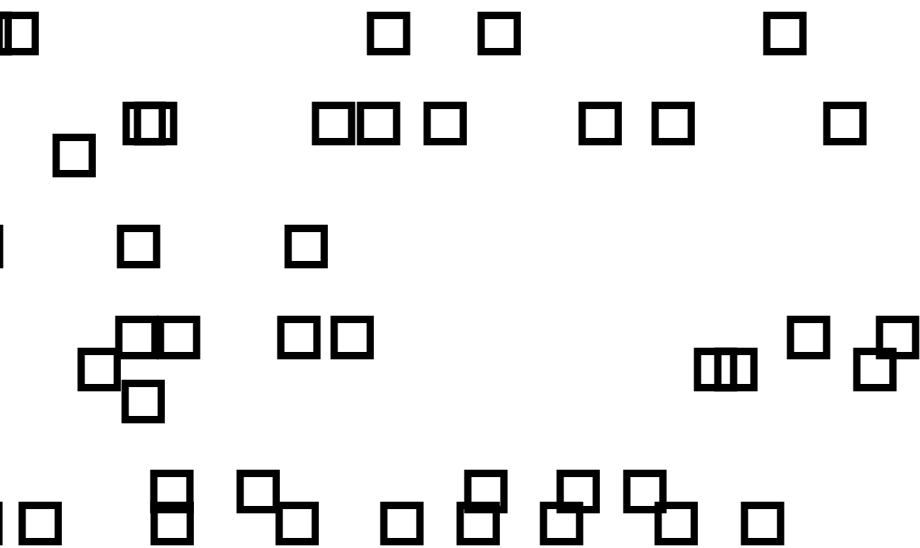


**This is the best way to JUMP start YOUR business!**

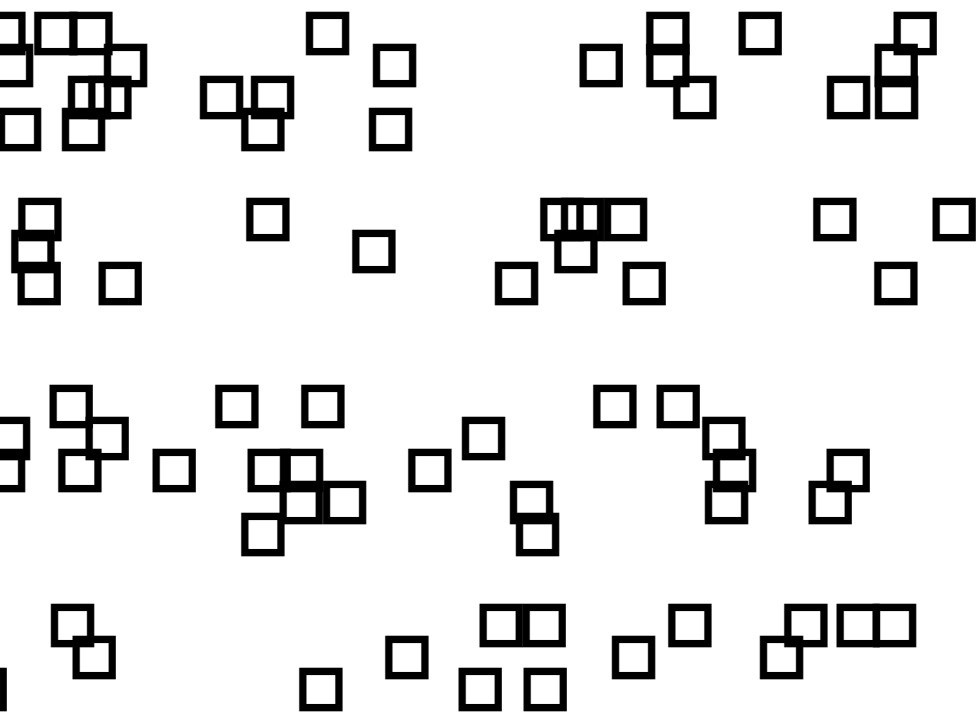


Set up:





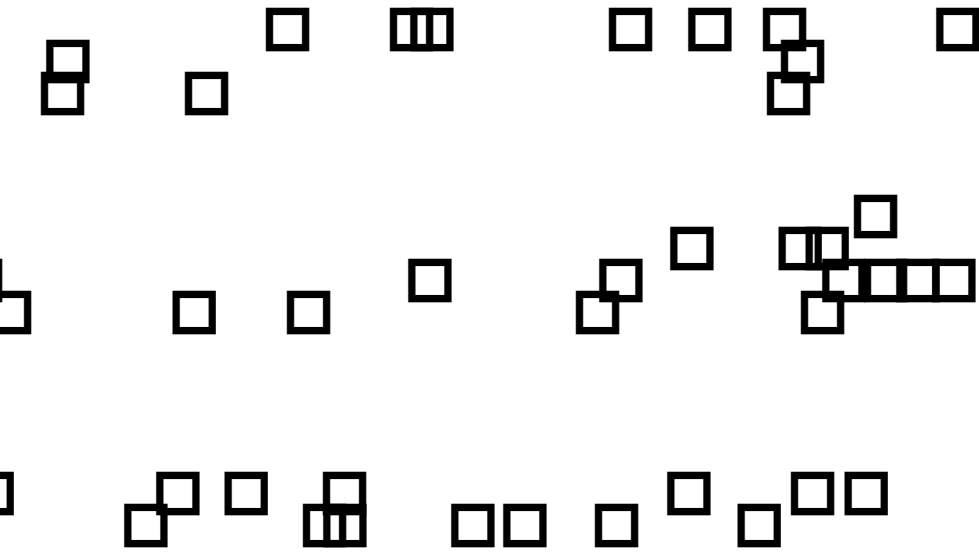
### Voice Private Business Launch



Keep it simple so that your contacts can see themselves following in your footsteps.

As a leader you will help others duplicate these same steps.

USE CONFERENCE CALLS & WEBINARS

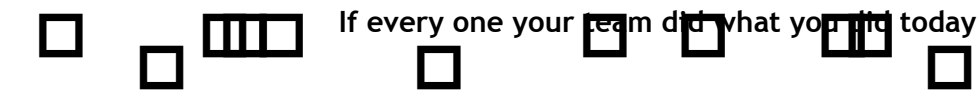


Call/Webinar Etiquette:



THANK YOU for being considerate of others on the call!  
Lead by example and set the pace for your organization.

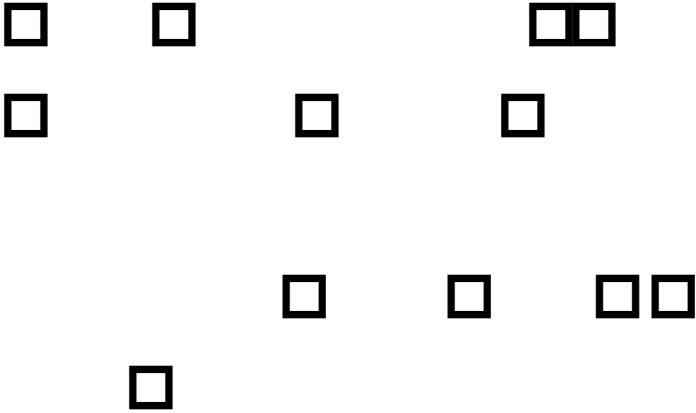
If every one your team did what you did today - would you be happy?



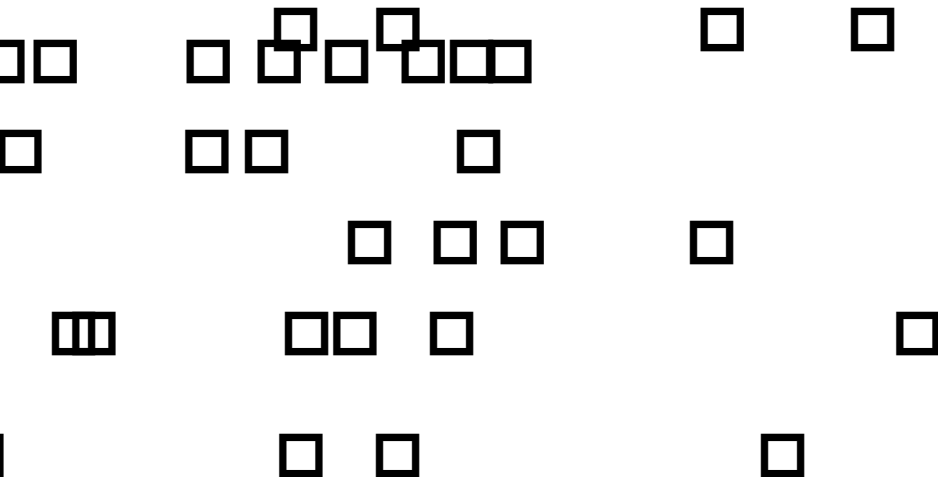
## HANDLE REJECTION

How do I handle fear and rejection?

Fear

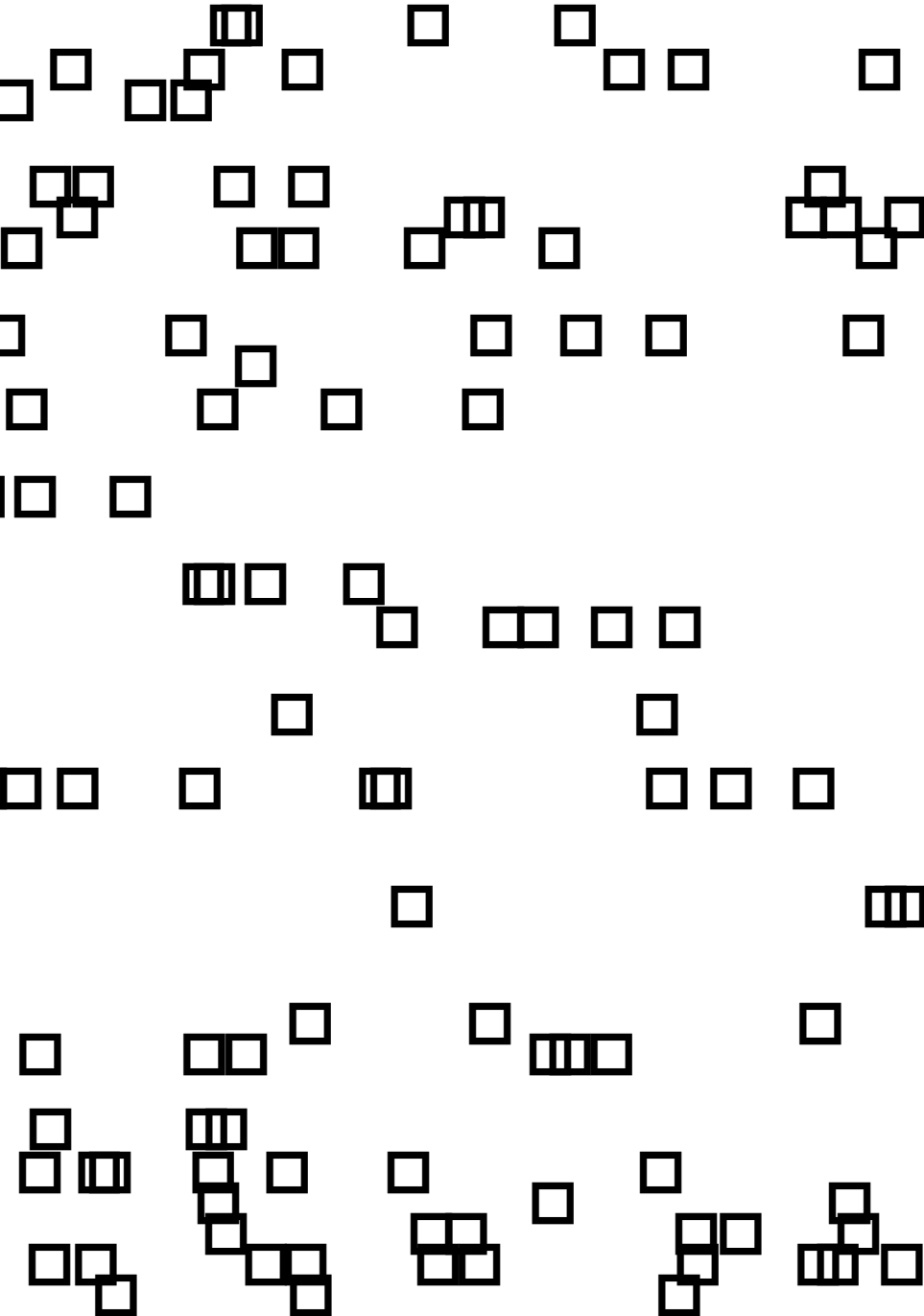


Rejection



ELEVATOR TECHNIQUE (Inviting Tip)

When someone asks you what do you do - what is your answer going to be?

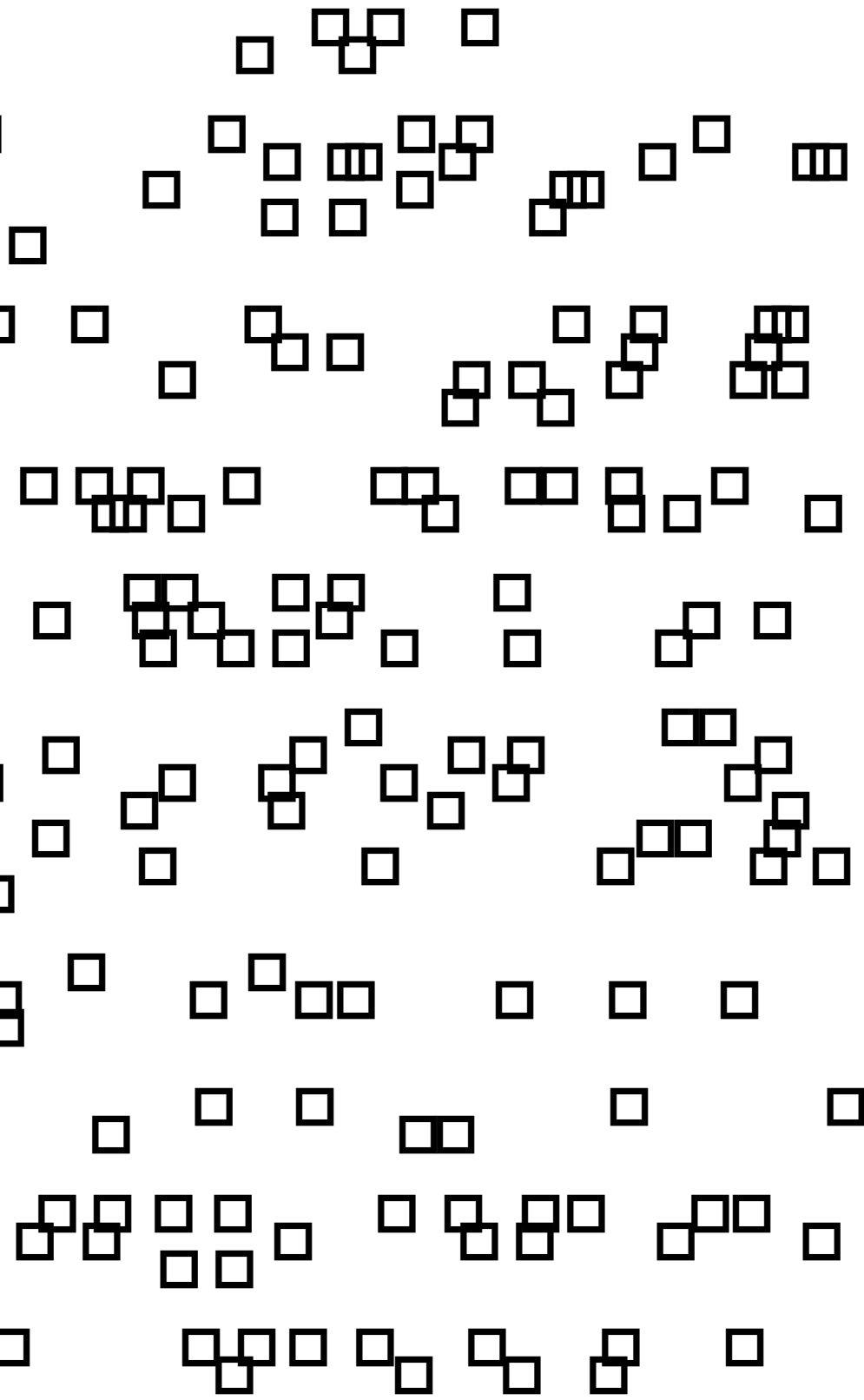


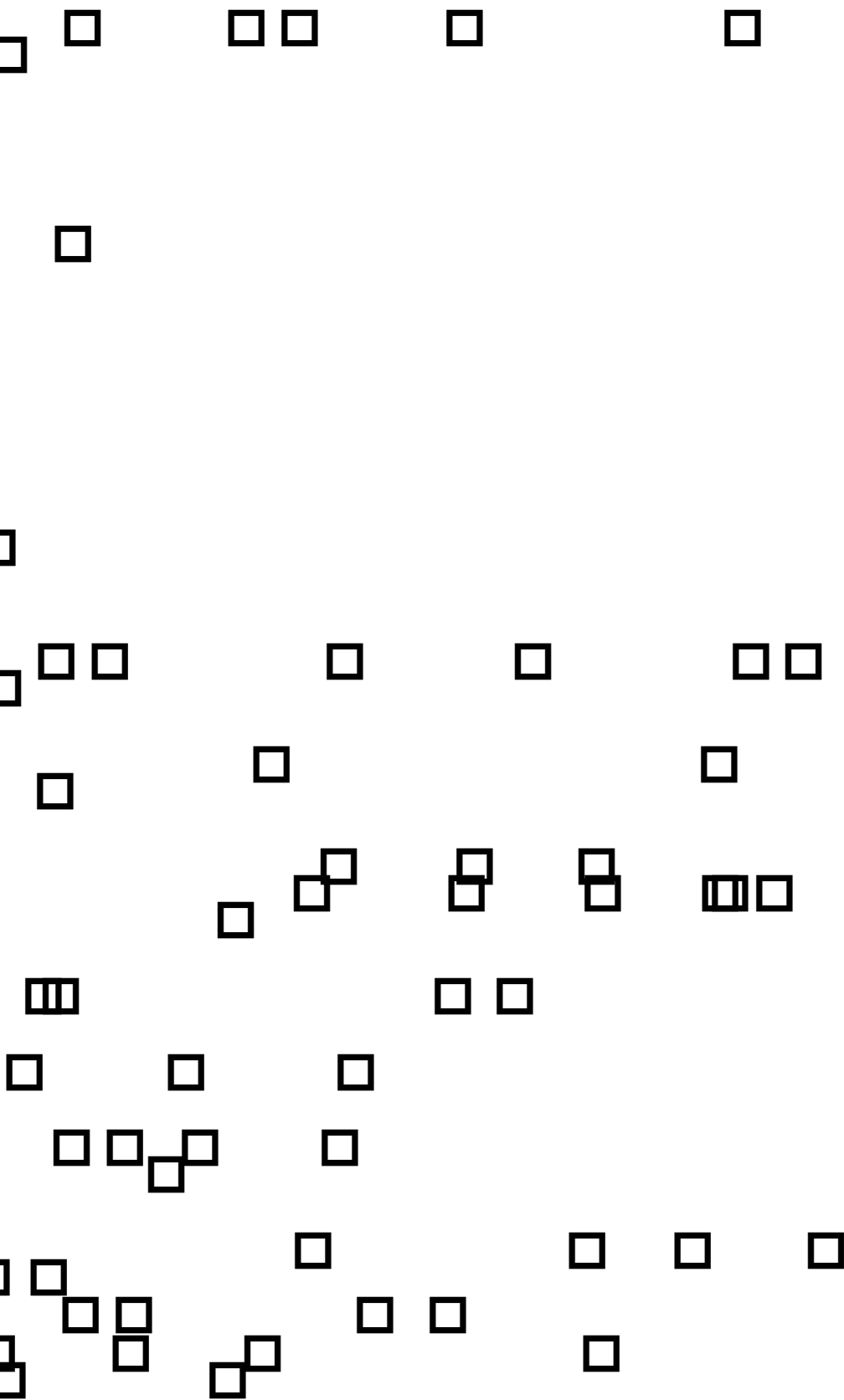
Recruiting is the most lucrative skill and you can master it!

DAILY ACTION SHEET



WHICH IS MORE LUCRATIVE?





The reality is that exponential growth does happen!



Parents	Appraiser	Barbecue	Candy
Baker	Dietician	Photographer	Camera
Grandparents	Architect	Battery	Car Wash
Banker	Electrician	Physical Therapist	Camper
Brothers	Attorney	Beer	Carpeting
Barber	Engineer	Physician (Family)	Gas
Sisters	Auctioneer	Bicycle	Cash Register
Bartender	Engraver	Physician (Dermatologist)	Golf Equipment
Aunts	Auditor	Bed	Cat
Beautician	Exterminator	Physician (OB-GYN)	Herbs
Uncles	Babysitter	Blinds	Cement
Blue Printer	Financial Planner	Physician (Etc., Etc.)	Home Improvements
Cousins	Funeral Director	Boat	Compact Discs
Bookkeeper	Who Sold me my...	Piano instructor	Horse
Brothers-in-law	Martial Arts Instructor	Boat supplies	Chimney Cleaning
Bus Driver	Advertising	Plumber	Hot Tub
Sisters-in-law	Mover	Boat Repairs	Christmas Tree
Butcher	Auto	Police Officer	House
In-laws	Music Instructor	Boat Storage	Clothing
Carpenter	Antiques	Psychologist	Insurance
Accountant	Notary	Boiler	Computer
Carpet Cleaner	Audio Visual Equipment	Publisher	Internet Services
Aerobics Instructor	Nurse	Books	Computer Supplies
Caterer	Auto Repair	Recruiter	Investments
Alterations-Clothing	Nutritionist	Boots	Computer Software
Chiropractor	Auto Lessons	Reporter	Jewelry
Ambulance Driver	Office Cleaner	Bricks	Condominium
Computer Consultant	Awnings	Security Guard	Loan
Answering Service	Optometrist	Brochure	Contact Lenses
Computer Technician	Balloons	Stockbroker	Luggage
Antique Dealer	Painter	Bridal Gown	Construction
Dentist	Banquet Room	Veterinarian	Lawn
	Pharmacist	Cabinets	Copier

Limousine	Sporting Goods	Title	Welding
Cosmetics	Piano	Septic Tank	Kennel
Manicure	Spring Water	Tools	Wine
Dog	Picture Framing	Sheet Metal	Library
Medicine	Sprinkler System	Towing	Windows
Dry Cleaning	Pizza	Shoes	Museum
Mobile Phone	Stereo	Toys	Wireless Services
Eye Glasses	Pool	Shoe Repair	Night Club
Mortgage	Storage	Trailer	
Fax	Printing	Shredding Machine	
Motorcycle	Store Fixtures	Travel	
Fence	Quilting Materials	Siding	
Muffler	Storm Windows	Typesetting	
Firewood	Refrigerator	Sign	
Music	Stucco	Uniforms	
Fish	Rentals	Video	
Mutual Fund	Surgical Equipment	Uniform Cleaning	
Flowers	Restaurant Equipment	Voice Mail	
Newspaper	Tailoring	Vacuum Cleaner	
Formal Wear	Resumé	Vitamins	
Office Furniture	Tax Return	Federal Government	
Fruit	Roofing	Wallpaper	
Office Supplies	Telephone	Garden Center	
Furniture	Salt & Sand	Waste Removal	
Oil	Telephone Equipment	Golf Course	
Paper	Sewing Machine	Water Filter	
Paging Service	Television	Hardware Store	
Party Supplies	Secretarial Services	Wedding Supplies	
Paint	Tile	Health Club	
Paving	Security System	Weed Control	
Skills	Tires	Hospital	
Payroll	Seeds	Weight Control	
Skin Care		Hotel	
Pet Supplies			
Snow Removal			
Photography			