**How to Recruit 20 People in 30 Days**

Eric Worre ~ Started Network Marketing in 1988, he was 23 years old

Book ~ Go Pro – 7 Steps to Becoming a Networking Professional

Website ~ NetworkMarketingPro.com ~ Free Training Videos

 **~ You will Learn ~**

1. Why this is important
2. What it’s going to be worth, what you can expect
3. How – Step by Step

Success > How it is created ~ A Burst of INTENSE Activity in a Short Period of Time – The 90 day Game Plan ~ Inside the 90 day Game Plan is the Magic Number 20

**~ Myths ~**

1. Slow and Steady Wins the Race

You have to give it 100% - you can’t get altitude and get off the ground if you don’t give it your all for a short period of time

1. Just Don’t Quit

You’ve got to learn you’ve got to Grow. You’ve got to give 100% - give a Burst of Energy

**~ Fill in the Blanks – What Would Recruiting 20 Do For You ~**

1. Up Front Commissions \_\_\_\_\_\_\_\_\_\_\_\_
2. Other Bonuses \_\_\_\_\_\_\_\_\_\_\_\_
3. How much would you earn in approximately 12 months \_\_\_\_\_\_\_\_\_\_\_\_
4. How much would you earn approximately in a lifetime \_\_\_\_\_\_\_\_\_\_\_\_
5. Rank advance \_\_\_\_\_\_\_\_\_\_\_\_
6. Your example to your team (would they do more/what would it be worth) \_\_\_\_\_\_\_\_\_\_\_\_
7. Your Reputation/Prestige \_\_\_\_\_\_\_\_\_\_\_\_

Your Total \_\_\_\_\_\_\_\_\_\_\_\_

~ You Can’t Afford ***NOT*** to Do This ~

**~ Success Loves Speed ~**

20 Recruits will give you

12 that will do Something the 8 will Disappear

 8 within 90 days will look like leaders

 4 within a year are Solid Leaders and 90% of your Volume

 1 of the 4 is doing the Most ~ ½ of the total of your Team

 In 5 years there will be 2

Doing 20 once a month

8 will do Something

4 in 90 days

1 within a year is a Solid Leader, but this is Rare!

1. Story ~ What’s your Story

Tell your story

Go Big or Go Home

Want to help People – Become debt free

~ whatever it is

1. Pick your 30 day Window

Prepare

Tell the world you are doing this, put pressure on yourself

**~ Preparation ~**

1. What is your level of commitment
2. Clear your calendar
3. Sacrifice
4. Negotiate with your family
5. Eliminate all distractions
6. Existing Group (distractions ~ help them go somewhere else for help, etc)
7. Fresh List ~ Ultimate Memory Jogger
8. Sharpen your Skills – specifically your inviting skills

**~ Math for Sponsoring 20 in 30 Days ~**

1. How many people join 2 out of 10 ~ Typically 20% 30 – 40% \*
2. How many presentations 100 60 – 70 \*
3. How many appointments 125 90 \*
4. Calls to set up appointments 300 150 \*
5. List 500 300+ \*

~~ \*\* ~~ SUCCESS LOVES SPEED \* ~~ \*\* ~~

**~ 30 Day Map ~**

1. First 10 Days ~ Contacting, Inviting, Presenting
2. Second 10 Days ~ Follow Up with some Contacting, Inviting, Presenting
3. Third 10 Days ~ Closing, helping people decide/get started

**~ First 10 Days ~**

100 % Effort ~ whatever it takes

 Full Time > 16 Hours/Day

 Part Time > 8 Hours/Day 16 Hours on weekend

 One day of rest

 Drive Time, Break Time, Lunch Time, Evenings ~ Making Calls, Inviting, Presenting

 Make Friends with your Phone

**~ Second 10 Days ~**

Main Focus ~ Follow Up

 3 way calls

 Other exposes, check out the products

 Answer Questions and Objections

**~ Third 10 Days ~**

Closing

 Helping people decide if this is for them

 Stories and Questions in helping people decide