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"Your Money Spot"
Study Guide

Welcome everyone to "Your Money Spot": How to build a thriving team in a short amount of time, doing what you love to do, making a difference in the lives of others, and *challenging yourself* to move far beyond what you've done in the past.

I'll share how I recruited 107 reps in a year that sold $527,000, and how I went from just recruiting a handful of people a year, to becoming a master recruiter and developing strong producers that were making money, leaving their jobs and creating their rendition of an ideal life.

It's such an *amazing* high watching people's lives change--it's what I live for, and now I coach and train thousands of members in my Protégé Program who have taken their recruiting from average to consistently recruiting 30, 40, 50 and even 100 new reps a years. And guess what? You can experience that too!

I have a challenge for you to design a 30-day plan to take your recruiting to the next level. What that really means is, *"If you stretched yourself and really went for it, how many new reps would you bring into the business in 30 days, and when would your 30-day campaign begin?"* Meaning your 30-day campaign could begin today, or in two weeks, or even a month from today. It's not about urgency, it's about a timeframe when you can be your best and laser FOCUS!

Our training is all about stretching yourself *beyond* your capacity and playing full-out. Make a decision. What do you want? Do you want to recruit 3, 5 or 10 new reps? What do you *really* want to accomplish? And when will your 30 Day Campaign begin? When you are hesitant, you become confused and indecisive. Just decide ***right now*** that you're going for it. What do you really want to attract?

Mastering your business opportunity is a 5-step process. I call this process my 5 – I program.

Interest: How to create interest at your events, parties, through you circle of influence and in the market place.

Invitation: How to successfully invite someone to hear about your business opportunity; whether you invite them to a launch party, virtual launch, opportunity event, opportunity call, listen to a recording or meet them in person.

Interview: How to connect live or one on one via a phone call or skype to share your business opportunity.

Initial Training: How to successfully launch, train and coach your new partner. And last…

Introduction Party: Whether you call it a launch party, an introduction party, or virtual party, it's paramount that it's extraordinary for your new partner.

I'm going to give you a system to SPEED RECRUIT! *Will it attract new partners into your business quick?* Yes! But if you want to recruit quality individuals without turning them off, what you *really* want to master is how to build relationship and how to stay in the process.

First Secret: How to earn $3,000 to $6,000 a month while maintaining balance.

Second Secret: How to consistently recruit 2 - 5 team members a month

Third Secret: How to identify business builders that sell, recruit and promote.