



WHY YOU MAY NOT BE

Recruiting

AND HOW TO CHANGE THAT IMMEDIATELY

NUMBER NINE: YOU'RE NOT SEEING ENOUGH PEOPLE

Roughly 1 out of 15 people will join your team.

If you're only introducing your products 15 people a month, then you can anticipate only 1 potential new recruit a month.

What You Need To Remember:

While this is a "people" business, it is also a numbers game. In order to recruit more people, you need to introduce your products to more people.

So you need to be booking more appointments. I recommend that you never send less than 100 messages a day in order to get the results that you want.

One thing that I did was challenge myself to beat my best day. I was always in competition with myself.

I would keep a little notebook where each day I write down the date and put a tally for each person I had sent a message to. It looked something like this:



NUMBER EIGHT: KNOW WHO IS MOST QUALIFIED TO JOIN

The most qualified person to join your team is going to be someone who has tried your products.

Remember in all that you do, your main goal is to get others to try your products. They need to try the product in order to fall in love with the product. Once they fall in love with the products, they are more likely to want to join your team.

I personally found I had more success in recruiting someone immediately after they tried the products. Therefore, don't feel like you need to "ease-in" your recruiting opportunity & drag it out over several months or weeks.

NUMBER SEVEN: SHOW THEM YOU ARE IN IT TO WIN IT

People want to join someone's team only if they are in it to win it. Are you?

Some Things To Pay Attention To:

- Does your Facebook profile show that you are all in on your business?
- Do you regularly email & text your customers?
- Do you use the products? I mean really use the products, not just say you do.
- Are you positive & motivational on social media?

As much as you think people aren't paying attention or watching what you do & say, they actually are.

NUMBER SIX: ARE YOU ASKING?

A lot of times people aren't recruiting because they simply aren't asking.

Have you asked all of the people you introduced your products to in the last 30 days to join your team? Here is a way to do that:

Seen In The Last 30 Days:

"Hey Sarah! I was just checking on your products and wanted to see how everything is working out for you?"

Also, there is a crazy promotion going on right now where you can join and save a ton of money on your products while also making money. Any interest in hearing a little more?"

NUMBER FIVE: LOVE YOUR PRODUCTS & LOVE YOU

Keep in mind, people join your team because they love the products & they love you.

If it has been more than 30 days & someone was thinking about joining your team, but they haven't, you need to reintroduce them to the products and reintroduce them to you. That way they can fall in love with the products and you all over again & then want to join your team.

Sometimes we will keep trying to get someone to join our team who is no longer engaged. That's because they have forgotten how much they loved the products & how much they loved you. They aren't engaged because they forgot why they wanted to join in the first place, so they have lost that emotion. We need to get that emotion back.

NUMBER FIVE CONTINUED ON NEXT PAGE...

NUMBER FIVE CONTINUED...

One of the smartest things you can do is get back in front of them again to showcase your products and allow them to feel that connection again. The more frequently you are in front of your clients, the higher your rate of recruiting will be. You can do this in person, video chat or even through Facebook Live.

Met Beyond 30 Days Ago:

"Hey Sara! It's Michelle Cunningham from "so & so" company.

I'm just reaching out because I met with you a few months ago and I am actually looking for some models for an upcoming event that I'm doing on Facebook live. It's going to be this Thursday night.

Any interest in being a part of it?"

NUMBER FOUR: HAVE A GREAT SCRIPT

Have a script that is really great & that works for you. Here are some really great ones:

Current Customers:

"Hey Sarah! So I just wanted to reach out & let you know I was thinking about you.

Also, I was looking at your order history and noticed that you would actually be able to save a ton of money by doing our friends and family plan.

Do you have a little bit a time for like three minutes to just hop on a quick video chat and I could give you some info? Or What do you want some more details?"

Thinking About Joining But Never Did:

"Hey Sarah! Ok, so crazy request, but I am hosting a VIP event this Thursday & just for attending you get a \$10 gift certificate to use on anything you'd like.

You'll get to try out our new "so & so" product.
Are you free Thursday night at 8PM?"

Run Something By You:

"Hi Jessica! Can I run something by you?"

Wait for reply.

"Okay, so wondering if you have any interest in hearing how you could make extra money doing what I do?

I was just thinking that I haven't really shared the details with you of what I do and how great you'd be at it."

NUMBER FOUR CONTINUED ON NEXT PAGE...

NUMBER FOUR CONTINUED...

Strangers On Social Media:

Check out their profile first to see their family, life, hobbies, etc. Then reach out and pay a compliment.

"Hey Sarah! Hi, this is Emily!

You may not know who I am, but I came across your page and you seem so positive! You have so much life and I love your beautiful girls.

You know I know this is kind of forward, but as I was looking at your page, I feel you'd be exceptionally good at what I do. Would you be open to connecting for ten minutes?"

New Clients:

"Hey Sarah, super amazing to have you on the live event we had.

I was looking at your profile and love what you post!

Someone like you would do very well doing something like I do. Any interest in making extra money?"

Friends & Family:

"Hey my friend. Ok, so not sure if you wanna save money on the products you've been getting from me but they had this crazy friends and family promo going on. Want details?"

(or)

"Hey girl, what are you doing on Thursday night? I'm doing a Facebook live event and it's like a mother daughter thing that you and Chelsea would be super cute. You basically learn [insert details here]"

(or)

"Hi my friend, I know you love the products...any interest in getting them for a discount and making some money too?"

Someone You "Sort Of" Know:

"You know I never ever shared with you what I do for a living, but I couldn't help but think you'd be very good at it.

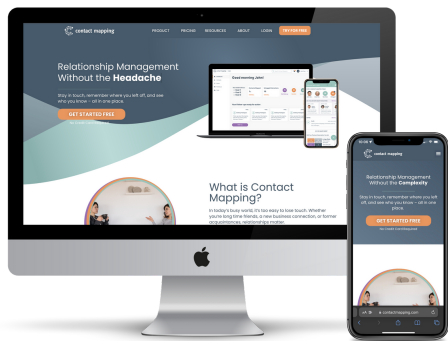
Would you be open to going to coffee something soon so I can share more?"

NUMBER THREE: KEEP IT COOL

People don't want to feel like they're just a number; they want to feel like they're a friend. When you can remember things about them, like their kid's names, where they live, their story growing up, or something they're going through in life right now, they are going to appreciate that.

A great way to remember all of that is by using a FREE app called Contact Mapping. Access the app by clicking the link, the image, or scanning the QR Code:

www.trackyourcontacts.com



This app was developed by Network Marketing Guru, Tom Chenault, who led a downline of over a MILLION reps and the guy is a genius. He never forgets ANY details about you.

He knows how to make people feel important. That's the name of the game.

NUMBER TWO: TRY A 3-WAY CHAT

If you still aren't recruiting, try doing a 3-way Facebook chat with that person, yourself & one of your up-lines who maybe has a similar story & could share a little bit of their own experience.

NUMBER ONE: SHARE COMPANY INFORMATION

Send them to various places where they can get more information on your company.

- A magical recruiting video you have
- A company website with more information
- Invite them to a Facebook group for your company
- Give them "Insider Access" to your Facebook group with your team where they can see positive stories & stories of others' success

Send them to places that can really paint a picture for them of what this opportunity could do for their life.

Keep this in mind in all that you do:

The most important reason people join your team is because they feel inspired and you have given them hope. When someone has hope for a better life, feels inspired & trusts you, they are going to join your team.

And, they are going to join your team on fire! Give them that place where they feel like they can win, and if you're not on a team that feels like that, remember "If it's to be, it's up to me." It's up to you to create that atmosphere & build your own tribe of people who are positive and inspirational and motivational.

As always, I hope you enjoyed this video.

If you would like more training on how to take your business to the next level using one of the most powerful boot camps I have ever launched, then this is for you. This boot camp has gotten the most amazing results for students and it's called the Superfast Lead Creation Boot Camp.

If you are the type of person that needs to generate tons more leads so you have more people you can book for appointments and sell to, then this is an absolute must have! This will give you tons more people to then recruit.

And the good news is, if you click the link it's available to grab right now!! My team opens & closes our various courses at different times, so grab it while it's available.

You can access The Superfast Lead Creation Boot Camp Here:

<https://www.superfastbootcamp.com>





Here are just a few of the testimonials from former students after completing the Superfast Lead Creation Boot Camp

You can also click on each testimonial image to access the course.



Amy ▶ **SUPERFAST Lead Creation | The 5-Day Boot Camp** ...

1h · 📍

"LIGHT BULB MOMENT" It is so exciting to me that I couldn't sleep last night! I have to share this!

1. I have only got thru day 1 & 2! Very informative for me because FB & social media are VERY NEW FOR ME (& I'm 50 🙄)
2. What I realized last night thinking about myself and several of the posts that I have read, All we are doing with our free guides and calendars and whatever is in lessons 3, 4 and 5, is warm chattering! Our 6 most important things! Offering! Servicing! And follow up!
3. I think Michelle has tapped on this, but it is everything we already know we are supposed to be doing, but it's not a fearful place! Having to go up to someone cold turkey strike up a conversation, Identify who you are, give out a sample that may or may not be used, get a lead that may or may not answer, and the emotions that go along with that afterwards!
4. All we are doing, is spreading our wings to a much larger platform and audience!

For me, it is a gigantic huge heavy weighted elephant off my back! I feel free! And I cannot wait to see what happens with all of this! This is supposed to be mine and my husband's retirement. I have to get in my Red, I have to get in my car (Chevy Camero) , and I have to be a Director! There are no alternatives for me!

[#soexcited](#)



Shannon ▶ **SUPERFAST Lead Creation | The 5-Day Boot Camp** ...

3m · 📍

Just have to share: I followed [Michelle Cunningham's](#) advice and leveled up my banner with fiverr. I started posting daily on my profile, reacting and responding to others profiles and stories and friending 5 new people a day. I also thank each person that accepts my friend request.

I started like a month ago with this activity.

I'm now getting TEN FRIEND REQUESTS A DAY!!

Those are FREE LEADS!! 🌟🌟🌟

THANK YOU MICHELLE!!! ❤️❤️❤️



Donna ▶ **SUPERFAST Lead Creation | The 5-Day Boot Camp**

3m · 📍

I just want to say I have been wandering the the desert for 14 years with great desire to go to the promise land! After going through this boot camp it truly changed my direction and i just crossed over to the promise land finally!!!! Thank you [Michelle Cunningham](#) for all your help and inspiration I couldn't have done it without you!!!



Michelle ▶ **SUPERFAST Lead Creation | The 5-Day Boot Camp** ...

1d · 📍

Just from this bootcamp alone I have changed strategies, been more present, consistent and on my 5th day of lives and my page is improving! I has 160 something likes and now 180! So excited with the improvements so far!!! 🙌



Michelle

Entrepreneur

+ Add a Button

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Promote

View as Visitor

...

Boost Your Post

"In this live I ..." is one of your most engaging posts. Boost it to get more reactions, comments, and shares.

Boost Video

Create Post

Photo/Video

Check in

Feeling/Activity

Create

Live

Event

Offer

Job

...

Michelle

23m · 📍

...

11:53 ↗



Melinda ▶ **SUPERFAST Lead Creation | The 5-Day Boot Camp** ...

10h · 📍

And I'm back. I cannot get over the increase in follows and engagement after delivering some value and connecting in groups. I invested in Streamyard which seems to immediately leveled up my live presentations. I haven't even scratched the surface of what you taught in these five days [Michelle Cunningham](#) I cannot thank you enough! This was so worth it and I look forward to investing in more courses of yours in the future!



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