



Lesson

Five

RECRUITING





Lesson Five | Recruit New Reps

To get someone to watch a company video | Magic Script from Jefferson Santos

Hey girl, You know my situation with working at the advertising agency and I'm burnt out there and, I've been looking for something.

I found it. I'm all in on it.

But I don't know if it's for you or not. (shrug your shoulders)

So listen, I'll call you back in about 20 minutes, I just didn't want you mad at me if you didn't know what I was up to.

Remember This...



When you make your list of contacts, remember they will lead you to someone who will join your team. They won't always join your team.

No means NOT RIGHT NOW.

When they aren't joining say this: Hey listen, no problem. Do you mind if you keep you updated?

Change Your Script By Personality

DIRECT PERSONALITIES: I found a product that we can make a ton of money together. I'm all in on it. Not sure if your open but if you are, hit me back.

FUN PERSONALITIES: I found it a product that's a ton of fun and I'm having a blast. I'm all in on it.

HELPING PERSONALITIES: I found it a product that can help a lot of people and it's a blast. I'm all in on it.

SYSTEM PERSONALITIES: I found it a system that we can literally money on line. I'm all in on it.





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Reaching Out To Strangers On Social

Check out their profile first.

See their family.

Their life.

Their hobbies.

Reach out and pay a compliment.

💬 Hey April! Hi, this is Emily.

You may not know who I am, but I came across your page and you see so positive, you have os 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? 💬

Reaching Out To 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?

Hey, I'd love to chat more about this, but it's best if we set up a call.
Is 4pm better or 8pm?

Or, I'd love to get you more info. Are you free tonight to watch a video at 8pm? 💬



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To book someone for a Phone Call Or Video Viewing:

Hi Melissa! This is random but I am in need of 3 volunteers to listen in on a Company Name informational call tonight from 9-9:30. You can dial in from your cellphone. Any chance you can listen in?! I give you any Company Name item at half off for helping me!

To book someone for a coffee date to hear more about the Company Name Opportunity:

Hey question for you... I meet with 3 women a week over coffee to practice sharing Company Name's company info. That keeps me on track for my free Company Name Thing!! Would you be free for like 20 mins sometime tomorrow or next week sometime to meet with me? Coffee is my treat and I bring you a little gift!"

To book someone for a coffee date that you thought was super cool (send within 1-15 hours of meeting her):

Hey Sarah! So great to meet you today...Okay, you're like hysterical and I loved the story about your car! Crack me up! I would kick myself if I didn't invite you to coffee to hear more about a Company Name business for yourself...Even if its not for you, would be fun to get coffee together and chat for a little bit. Whatcha think? Coffee is my treat and you can even get one of those fun drinks with whipped cream on top! Let me know!

Video Chat real quick on your phone. Great Services for video chatting:

- Facetime - Skype - Zoom





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COFFEE DATE RECRUITING

Let's start with this..you can tell me a little about yourself so I can get to know you better.

I'll tell you a little about me and my journey in the company.

I'll answer questions that you have.

I'll see if you are interested in doing this.



Tell me about you!

What do you like best about your job/situation?

What would you change?

Where do you see yourself 5 years from now based on your dreams?

If you could create the perfect career, what 3 things would be most important to you?

Do you see the cup as 1/2 full or 1/2 empty?

What do you feel like you need the most? Value the most?

Are you:

- Results Oriented
- People Oriented
- Family Oriented
- Detail Oriented

Look them dead in the eyes: If you continue doing, Sarah, what you are currently doing, where you will be in five years?

Not sure what to say next: Where are on a scale of one to ten? One is never in a million years and ten, sign me up today, where are you at? What would bridge the gap to bring you from a 7 to a 10?

They aren't interested: It's okay if it's not for you, but I am looking for someone who has a burning desire to change their situation. Can you link me up with them? Even right now? Anyone come to mind?





Lesson Five

HOMework

STEP ONE:

Follow-up with EVERYBODY who ever expressed interest in joining your team.

Send them on of the scripts in this training depending on your relationship with them.

Turn the page
FOR YOUR NEXT STEP



STEP TWO: Complete your "Network Marketers Daily Social Media Game Plan"



THE NETWORK MARKETERS DAILY SOCIAL MEDIA GAME PLAN

Every Single Day

5 ☐ Pick 5 Daily | Be Loud On Social Media

☐ One Short Video

☐ One Youtube Video

☐ One Social Media Live

☐ One Motivational Post

☐ One Success Post

☐ One Family Post

☐ One Curiosity Post

☐ Post To Your Story 5 times

5 ☐ 5 New Friends A Day (Pick People That Are Super Active On Social Media)

☐ Friend Them & Then Connect

☐ Like 2 of their posts

☐ Comment on 2 of their posts

☐ Like 2 of their stories

☐ Comment on 2 of their stories

3 ☐ Book 3 People For Your Product Presentation Daily

3 ☐ Ask 3 People To Take A Look At Your Opportunity Daily

10 ☐ Follow-Up With 10 People Per Day (From Your Activity Above)

Keys For Success

Do This Every Single Day.

Use TrackYourContacts.com to keep track of all the leads and conversations.





STEP THREE: SAVE THE DATE

Save the date for our AWARDS Ceremony for all students!
Giveaways to winners of the daily challenges.

Plus random giveaways to anyone watching LIVE. You
MUST be LIVE to win your prize!

Sunday at 8:00pm EST inside the Facebook Group.

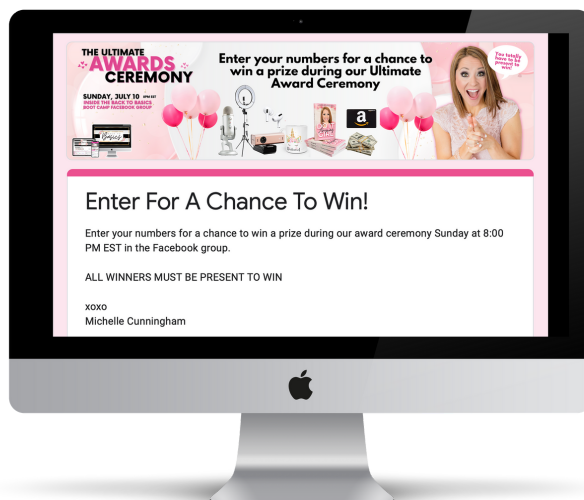


MARK YOUR CALENDAR

STEP FOUR: ENTER YOUR NUMBERS

Enter your numbers for a chance to win a prize during our Award Ceremony.

All entries MUST be in by Sunday at 3:00 pm.



JUST FOR YOU!

Want to create your own pretty checklist checklist? Click the image, the link or scan the QR code to access the template!

<https://bit.ly/DailyChecklistTemplate>

