



The Success System That Never Fails

DAY 3

Behavior Four of The Simple 6

Sunday	<input type="checkbox"/> TUBAS	Monday	<input type="checkbox"/> TUBAS	Tuesday	<input type="checkbox"/> TUBAS	Wednesday	<input type="checkbox"/> TUBAS	Thursday	<input type="checkbox"/> TUBAS	Friday	<input type="checkbox"/> TUBAS	Saturday	<input type="checkbox"/> TUBAS
7AM													
Noon													
7PM													

Nancy & Al -- The Achiever & Non-Achiever

- *Same System* - Price, Meetings
- Same Product, Belief
- Same Comp Plan
- Same Hours, Commitment
- Same Upline, Same City
- Same Sponsor
- **Difference?**



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BEHAVIOR 4: RECRUITING

"The more concerned we are about the things we can't control, the less we do about the things that we can control" - John Wooden

Vocabulary

- A little vocabulary so we know both "who" and _____

- A _____ - a name and a number
- A _____ - Suspect who agrees to look
- A _____ - Possibility who has volunteered their reason to look
- Everybody knows:
 - We cannot build the desire needed to overcome fear with fear
 - Al does this
- KEY: You cannot sponsor [Burn on brain!]
 - A Suspect
 - A Possibility - All unmet expectations happen here

Defining The Recruiting Cycle; Where -- 3-Step Plan

- Step 1~ _____ interest & sort & BFU
- Step 2 ~ prospect reviews information
- **Step 3** ~ _____

Firelighter Skills

- Imagine
 - You're talking to a woman who shares she's got 3 teens
 - College aspirations? You ask... she says "hope so"
 - What would you say?
- College is expensive...
- Good schools cost even more

"Some people, keeping an open mind have found a way to pay for their kids' education with no loans and no stress"

Stronger?

- Add "most people" skill
 - Like an example?
 - Relax, we've got both set up online for you
 - Freenetworkskills.biz
- What about face to face?
 - Like at a party and someone asks me what I do?
 - You know how... what I do is
 - Add "most people skill" and BAM!
 - They are leaning forward, ready to buy, ready to join

Vocabulary - Let's Review

Call Her Sally

- A little vocabulary so we know “who” and then learn some skills
 - A Suspect – a name and a number
 - A Possibility – Suspect who agrees to look
 - A Prospect – Possibility who has volunteered their reason to look
- LAW # 2: You cannot sponsor [Burn on brain!]
 - A Suspect
 - A Possibility - all unmet expectations happen here
 - When Sally asks a question after a Firelighter - a possibility
 - Was a suspect when we spoke to her
 - Upgraded to "possibility"
 - You can only sponsor PROSPECTS



LET'S REVIEW BEHAVIOR 4

- The Limbic System
 - Evaluates the reward potential of judgment call
 - Learn the Hero Journey Skill set so the prospect increases reward potential
 - The only person who can make a perfect presentation to the possibility to look with an open mind is the possibility

- Hero's Journey
 - Collaborate with others, begin with the end in mind; their dream
 - Success is service; you cannot teach what you do not know
 - Lead with the heart



Who Is Joseph Campbell?

- From the Star Wars trilogy to the Grateful Dead to Blue Man Group
- Joseph Campbell has had a profound impact on
 - Our culture
 - Our beliefs
 - The way we view ourselves and the world
- Fascinated with Native Americans as boy
 - Expanded to worldwide, lifetime study of cultures
 - Began to notice central rituals cultures honored
 - A ritual is simply acting out of a myth

This Skill Makes Dreams Come True

- Law #2
 - You can't _____ a suspect or possibility
- Law #1 of successful recruiting?

Success Is Service - Begin With End In Mind

- Consider
 - FF + JH1
 - Put themselves in HJ

- Confirm
 - HJ2
 - No "no shows"

- Commit
 - HJ3
 - Yes or no?

- Commence
 - Invisible Close
 - Enroll

- **Collaborate**
 - You teach skills hands-on
 - Helper & Mentor



The Simple Success System

BEHAVIOR 4: RECRUITING

Working Smarter, Not Harder

1. If we are going to make some money, we need to learn some skills
2. Spend 80% of your time on the Main Thing
 - MTMTMTMT
3. It's all about GUTS
 - **G**o
 - **U**se
 - **T**he
 - **S**kills
4. Be a Herald, not a pitchman
 - Close on your Hero's dream, not the business