



Recruiting Tips: The 4 P's

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1) Pump Ego

Compliment your prospect, make people feel important.

"I've always admired your _____" (i.e. work ethic, ambition, people skills, etc)...

..."Because of that, I'd really like to share something with you, that I'm really excited about."

2) Pique Interest

Raise the prospect's level of interest, but don't try to convince them.

"If I could show you a way to _____" (i.e. make an extra stream of income, pay off your debt, become financially independent, make a difference, change your family's health and income forever, etc)...

..."would you be willing to give me a few minutes, to see if you'd be interested in learning more?"

3) Pass

Pass, edify & use your upline leaders to help you build your team, and learn their techniques.

"I'm working with an incredibly successful _____" (i.e. leader, man/woman, etc)...

"...who has taken a vested interest in me and dozens/hundreds/thousands of others around the world. I need 10 minutes of your time to introduce you, and to let him/her give you a better idea of what we do, and see if it's something you'd like to learn more about. It may or may not be for you, but you'll never know unless you give me 10 minutes. Is now a good time?"

4) Present

Schedule a time with an upline leader to 3-way your prospect with your edified upline expert using a 3 way call, 2 on 1 presentation, PBR (home presentation), or a weekly meeting in your area. After introducing them on the phone, let your upline do the rest. Your upline will give a 2-3 minute overview and commit the prospect to a meeting, or determine they're not interested and get them as a customer for you.

Things to remember:

- The speed of the leader will determine the speed of the group.
- People will come and work alongside you, if you're working. Or they'll sit down with you if you're not.
- Develop a love for recruiting and piquing every day! If you incorporate these techniques into your daily routine, and teach your entire team to do the same thing, you will find that your organization will not only grow... it will EXPLODE!!!

Let's make it happen!