

MLM Wealth Training .COM

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THE TOOL SETS PART II





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THE TOOL SETS PART II



CONTINUING ON FROM THE PREVIOUS MODULE, THIS VIDEO DISCUSSES THE OTHER TOOL SETS THAT YOU SHOULD BE USING TO EXPAND YOUR NETWORK MARKETING BUSINESS. IN THIS VIDEO, RON AND JOE TALK ABOUT PRESENTATION TOOLS AND TRAINING TOOLS.

JOE BEGINS BY INTRODUCING US TO THE PRESENTATION TOOLS. THESE ARE THE TOOLS WE USE TO SHOWCASE OUR BUSINESS AND PRODUCT. RON REMINDS US OF THE IMPORTANCE OF BECOMING A PRODUCT OF THE PRODUCT. THE PRODUCT IS WHAT VALIDATES THE BUSINESS AND GIVES YOU SOMETHING TO SHOW TO PEOPLE. PRESENTATION TOOLS MAY COME IN THE FORM OF PRODUCT SAMPLES OR SHORT DEMONSTRATION VIDEOS. VIDEOS ARE A HIGHLY EFFICIENT WAY TO SHOWCASE A PRODUCT, ALTHOUGH THEY MUST NOT PROVIDE AN INFORMATION OVERLOAD.

JOE TALKS ABOUT THE IMPORTANCE OF BELIEVING IN THE TOOL SETS THAT YOU ARE USING AND GETTING COMFORTABLE WITH YOUR PRESENTATION METHODS. HE ALSO TALKS ABOUT THE IMPORTANCE OF STAYING IN CONTROL OF YOUR PRESENTATION EFFORTS. FOR EXAMPLE, IT IS A GOOD IDEA TO ARRANGE A TIME TO MEET WITH A POTENTIAL CLIENT TO PROVIDE THEM WITH THE PRESENTATION RATHER THAN TO SIMPLY GIVE THEM A LINK AND LEAVE IT UP TO THEM ENTIRELY.

NEXT DISCUSSED IS THE IMPORTANCE OF THREE-WAY



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CALLS TO YOUR UP-LINE. THE VIDEO TALKS ABOUT THE STEPS OF THE CONVERSATION: VALIDATION, EDIFICATION, WAITING FOR A RESPONSE AND THEN TAKING THE APPROPRIATE ACTION DEPENDING ON THE PERSON'S REACTION.

JOE GOES ON TO TALK ABOUT TRAINING TOOLS. HE STARTS OFF BY DISCUSSING THE POWER OF FACEBOOK GROUPS AND FORMING VIRTUAL COMMUNITIES WHERE YOU CAN UPLOAD SCRIPTS, IMAGES AND TRAINING VIDEOS OR AUDIO TRACKS SO THAT YOUR CLIENTS CAN USE THEM FOR LEARNING.

RON THEN INTRODUCES THE IMPORTANCE OF WEEKLY CONFERENCE CALLS. ONCE YOU HAVE A FEW MORE PEOPLE IN YOUR TEAM (MORE THAN IT IS PRACTICAL TO DEAL WITH ON AN INDIVIDUAL BASIS), IT IS OPTIMAL TO HOLD WEEKLY CONFERENCE CALLS FOR TRAINING PURPOSES AND MORE.

OTHER EFFECTIVE METHODS FOR TRAINING THE MEMBERS OF YOUR TEAM INCLUDE LIVE DIAL CALLS IN WHICH YOU ROLE-PLAY OUT SCENARIOS, HAVING A RELIABLE ACCOUNTABILITY SYSTEM AND HOLDING WEBINARS. WHEN IT COMES TO BEING A GREAT COACH AND A LEADER, IT IS MOST IMPORTANT THAT YOU CAN SHOW PEOPLE HOW SOMETHING IS DONE AND LET THEM DO IT UNDER YOUR SUPERVISION. YOU CAN THEN PROVIDE THEM WITH FEEDBACK.



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PRESENTING TOOLS

1. S _____ P _____

MAKE IT EASY TO HAND OUT S _____

2. S _____ C _____ / V _____

A SHORT P _____ DESIGNED TO PIQUE INTEREST

3. O _____ V _____ / A _____, C _____
C _____, W _____, P _____, P _____

AN EASY AND D _____ WAY TO SHARE A FULL P _____

DO MORE S _____ AND LESS C _____

WHAT DOES IT MEAN TO "HOLD YOUR PROSPECT'S HAND ONTO THE PRESENTATION?"

THE BEST WAY TO GET PEOPLE TO LOOK AT THE INFORMATION IS: (ADD 1 LINE)





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REVISIT THE PROSPECT'S D _____ PRIOR TO THE PRESENTATION

4. _____ CALLS TO YOUR UPLINE

FOUR STEPS TO A SUCCESSFUL _____ CALL

- A. V _____
- B. E _____
- C. S _____
- D. S _____ T _____ U _____

TRAINING TOOLS

1. F _____ GROUPS

CREATES A VIRTUAL C _____

EXCELLENT PLACE TO CELEBRATE W _____, SHARE G _____, AND PROVIDE S _____

2. WEEKLY C _____ C _____

START YOUR OWN CONFERENCE CALL WHEN YOU HAVE _____ OR MORE PEOPLE ON YOUR TEAM.

IN WHAT WAYS ARE CONFERENCE CALLS VALUABLE?




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3. O _____ V _____

ONLINE VIDEOS PROVIDE FLEXIBILITY TO L _____,
I _____, AND THEN GO DO.

4. L _____ D _____ CALLS

MAKE LIVE L _____ C _____ OR R _____ P _____
CONVERSATIONS

CRITICAL FOR S _____ S _____ TRAINING

5. A _____ S _____

USE ACCOUNTABILITY SYSTEMS SUCH AS:

A. WEEKLY ACCOUNTABILITY C _____

B. G _____ FORMS

C. DAILY / WEEKLY E _____

D. DAILY / WEEKLY F _____ MESSAGE

6. W _____

PROGRESS FROM C _____ C _____ TO
SHARING YOUR SCREEN AT THE SAME TIME YOU ARE
TALKING.



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7. S _____ M _____

WHY IS SOCIAL MEDIA AN EFFECTIVE TRAINING TOOL?:

8. V _____ C _____

A WAY FOR EVERYONE TO VIRTUALLY AND VISUALLY GET TOGETHER

UTILIZING TOOLS = T _____ C _____



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PRESENTING TOOLS

1. SAMPLE PACK

MAKE IT EASY TO HAND OUT SAMPLES

2. SIZZLE CALL / VIDEOS

A SHORT PRESENTATION DESIGNED TO PIQUE INTEREST

3. ONLINE VIDEO / AUDIO, CONFERENCE CALL, WEBINARS, POWERPOINT, PDF

AN EASY AND DUPLICATABLE WAY TO SHARE A FULL PRESENTATION

DO MORE SORTING AND LESS CONVINCING

WHAT DOES IT MEAN TO “HOLD YOUR PROSPECT’S HAND ONTO THE PRESENTATION?” (ASSIST THEM IN JOINING THE WEBINAR OR 3-WAY THEM TO THE CONFERENCE CALL, SEND A REMINDER TEXT, EMAIL, ETC.)

THE BEST WAY TO GET PEOPLE TO LOOK AT THE INFORMATION IS: (TO SCHEDULE AN APPOINTMENT)



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REVISIT THE PROSPECT'S DREAMS PRIOR TO THE PRESENTATION

4. 3-WAY CALLS TO YOUR UPLINE

FOUR STEPS TO A SUCCESSFUL 3-WAY CALL

- A. VALIDATION
- B. EDIFY
- C. SHHHHHHH
- D. SIGN THEM UP

TRAINING TOOLS

1. FACEBOOK GROUPS

CREATES A VIRTUAL COMMUNITY

EXCELLENT PLACE TO CELEBRATE WINS, SHARE GOALS, AND PROVIDE SUPPORT

2. WEEKLY CONFERENCE CALLS

START YOUR OWN CONFERENCE CALL WHEN YOU HAVE 5 OR MORE PEOPLE ON YOUR TEAM.

IN WHAT WAYS ARE CONFERENCE CALLS VALUABLE? (LEVERAGE TRAINING TIME, BUILD LEADERSHIP SKILLS, BUILD CAMARADERIE)



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3. ONLINE VIDEO

ONLINE VIDEOS PROVIDE FLEXIBILITY TO LEARN, INTERNALIZE, AND THEN GO DO.

4. LIVE DIAL CALLS

MAKE LIVE LEAD CALLS OR ROLE PLAY CONVERSATIONS

CRITICAL FOR SKILL SET TRAINING

5. ACCOUNTABILITY SYSTEMS

USE ACCOUNTABILITY SYSTEMS SUCH AS:

- A. WEEKLY ACCOUNTABILITY CALL
- B. GOOGLE FORMS
- C. DAILY / WEEKLY EMAIL
- D. DAILY / WEEKLY FACEBOOK MESSAGE

6. WEBINARS

PROGRESS FROM CONFERENCE CALLS TO SHARING YOUR SCREEN AT THE SAME TIME YOU ARE TALKING.



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7. SOCIAL MEDIA

**WHY IS SOCIAL MEDIA AN EFFECTIVE TRAINING TOOL?:
(GREAT WAY TO CREATE A SENSE OF COMMUNITY AND
STAYING IN TOUCH WITH YOUR TEAM INCLUDING
ANSWERING FAQ, KEEPING SCRIPTS IN ONE PLACE, ETC.)**

8. VIDEO CASTS

**A WAY FOR EVERYONE TO VIRTUALLY AND VISUALLY GET
TOGETHER**

UTILIZING TOOLS = TIME COMPRESSION



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