

MLM**W**ealthTraining.com

MODULE: **17**

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PUTTING IT ALL TOGETHER PART I





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THIS MODULE DISCUSSES THE FIRST FIVE OF THE NINE CRITICAL POINTS TO DEVELOPING A GROUP OF 100,000 LEADS. THIS IS RON'S RECIPE FOR NETWORK MARKETING SUCCESS.

THE FIRST POINT TALKED ABOUT IN THE VIDEO IS DUBBED 'PD IN PD & PD.' THIS STANDS FOR PERSONAL DISCIPLINE IN PERSONAL DEVELOPMENT AND PROSPECTING DAILY. RON REMINDS US THAT WE GET EXPERIENCE THROUGH ACTION AND THIS IN TURN ALLOWS US TO IMPROVE OUR SKILLS AND BUILD UP CONFIDENCE. BY THE TIME YOU HAVE REACHED YOUR EIGHTIETH LEAD, FOR EXAMPLE, YOUR SKILLS WILL ALREADY BE INCREASING AT AN EXPONENTIAL RATE.

THE SECOND POINT TALKS ABOUT THE IMPORTANCE OF BEING BOTH ABLE AND ACCESSIBLE. RON DISCUSSES HOW PRACTICE WILL PERFECT PEOPLE FOR THE BUSINESS AND THUS MORE ABLE TO TRAIN OTHERS. ONCE YOU CAN DUPLICATE YOUR SKILLS, YOUR LEADS WILL INCREASE IN NUMBER EXPONENTIALLY. ACCESSIBILITY TALKS ABOUT HOW YOU NEED TO COMMIT A CERTAIN AMOUNT OF TIME EVERY WEEK, CONSISTENTLY, TO THE MEMBERS OF YOUR TEAM IN ORDER TO PROVIDE THEM WITH BOTH HELP AND FEEDBACK.

THE THIRD POINT TALKS ABOUT NETWORK MARKETING STRATEGIES. FIRST AND FOREMOST, YOU SHOULD FIND



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YOUR TOP 25 CONTACTS AND GET LEADS FROM THEM. RON AND JOE GO ON TO DISCUSS THE IMPORTANCE OF BECOMING A SPONSOR FOR YOUR RECRUIT, TRAINING THEM IN SUCH A WAY THAT THEY ARE ABLE TO EFFECTIVELY DUPLICATE YOUR SKILLS AND RECRUITS OTHERS. THEY THEN GO ON TO REMIND US OF THE IMPORTANCE OF TAP-ROOTING AND DUPLICATING THE THIRTY-DAY CYCLE AMONG THE MEMBERS OF YOUR TEAM.

THE FOURTH POINT REMINDS US JUST HOW CRUCIAL IT IS TO HAVE AN ACCOUNTABILITY SYSTEM BY WHICH YOU CAN MEASURE THE PROGRESS AND ACTIVITIES OF BOTH YOURSELF AND YOUR TEAM. JOE REMINDS US THAT WE NEED TO GET OUR TEAMS INVOLVED IN THE COMMITMENT PROCESS BY SPEAKING WITH THEM ABOUT THEIR GOALS.

THE FIFTH POINT DISCUSSES ABUNDANT LEAD FLOW. THIS IS ALL ABOUT SORTING LEADS RATHER THAN CONVINCING THEM. SIMPLY PUT, DON'T WASTE YOUR TIME WITH LEADS WHO NEED TOO MUCH CONVINCING WHEN THERE ARE SO MANY MORE PROMISING PROSPECTS OUT THERE.



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PUTTING IT ALL TOGETHER = 100K+ GROUP

1. P _____ D _____ IN
P _____ D _____ & P _____
D _____

BARBERS GET PAID TO CUT HAIR, PILOTS GET PAID TO FLY AIRPLANES, NETWORK MARKETERS GET PAID TO _____ AND _____.

W _____ IS THE NEW WEALTH.

LEARN THROUGH A _____.

2. A _____ & A _____

DEFINE ABLE:

DEFINE ACCESSIBLE:

3. TOP ____, R _____ FOR R _____, T _____ R _____
& ____ DAY





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WHAT DID YOU GAIN FROM THIS SECTION?: (ADD 5 LINES)

Five horizontal lines for writing the answer to the question above.

4. A _____ S _____

WHAT ACCOUNTABILITY SYSTEM(S) HAVE YOU IMPLEMENTED FOR YOUR YOURSELF AND YOUR TEAM?

Two horizontal lines for writing the answer to the question above.

5. A _____ L _____ F _____

HOW DOES "ABUNDANT LEAD FLOW" AFFECT YOUR MINDSET? (ADD 3 LINES)

Three horizontal lines for writing the answer to the question above.



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MODULE 17: ANSWERS

PUTTING IT ALL TOGETHER = 100K+ GROUP

1. PERSONAL DISCIPLINE IN PERSONAL DEVELOPMENT & PROSPECTING DAILY

BARBERS GET PAID TO CUT HAIR, PILOTS GET PAID TO FLY AIRPLANES, NETWORK MARKETERS GET PAID TO TALK TO PEOPLE AND SHARE THE BUSINESS.

WISDOM IS THE NEW WEALTH.

LEARN THROUGH ACTIVITY.

2. ABLE & ACCESSIBLE

DEFINE ABLE: (PRACTICING AND BECOMING GOOD AT THE BUSINESS SO YOU CAN TEACH OTHER PEOPLE)

DEFINE ACCESSIBLE: (HELP AND FOLLOW THROUGH WITH THE THINGS YOU'VE COMMITTED TO.)

3. TOP 25, RECRUIT FOR RECRUIT, TAP ROOT & 30 DAY WHAT DID YOU GAIN FROM THIS SECTION?: (ANSWERS VARY)

**MODULE: 17****PUTTING IT ALL TOGETHER PART I****4. ACCOUNTABILITY SYSTEMS**

WHAT ACCOUNTABILITY SYSTEM(S) HAVE YOU IMPLEMENTED FOR YOUR YOURSELF AND YOUR TEAM? (ANSWERS VARY)

5. ABUNDANT LEAD FLOW

HOW DOES “ABUNDANT LEAD FLOW” AFFECT YOUR MINDSET? (ANSWERS VARY)



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NOTES:

Large empty rectangular box for taking notes.





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Large empty rectangular box for taking notes.