

Do What Duplicates Not What Works!

The system flow of a Network Marketer

By Mark O. Smith

THE SYSTEM

You will learn the process of duplication and how to grow a productive Network Marketing Team by focusing on what the masses can accomplish.

G.A.P SYSTEM

G.A.P = (Grab A Pen)

(616) 712-1341
24Hr. Recording

This is one of the easiest and quickest ways to turn a suspect (someone you know who may be interested) into a prospect (someone that is now curious to find out more) into a New Associate on your team!

- **Invite to a Live Overview**
- **Invite to watch a tool (DVD, Website, etc...)**
- **Invite to a PBR**
- **Invite to a Sit-Down**

It's simple:

“John, it's Mark, how's it going? Real quick, I'm in a hurry/on my way out the door. I just started a project that's exploding and was curious if you're keeping your options open? Grab a pen--write this # down (000) 000-0000. Can you call this right now? Ok, I will call you back at 00:00. John, I can't promise you anything and don't know if this for you or not but we can discuss more later.”

How To Build A Massive Team With DVDs

- 1) Private Business Reception (PBR)
- 2) Sit-Downs: 1 on 1, or 2 on 1. Play “Now More Than Ever,” use 3-way call to help sign them up.
- 3) Long Distance Package. Mail DVD with a note to your prospects.
- 4) Recruit To Recruit. Get your new recruits top 10 list and mail them 10 DVD’s with a cover letter. YOU take them to the post office. Don’t leave your future in a new Associate’s hand. Make sure you get the names and phone numbers of this list so you can follow up. If this Associate is not moving forward, then you follow up with these ten prospects and anchor the leg.

One of the keys to prospecting and recruiting is creating a sense of urgency and a fear of loss with the prospect. Don’t go into detail about our opportunity. Instead, build curiosity in the DVD. Talk about how the information on the DVD is making people serious money, what’s on this DVD is allowing people to be stay at home parents, etc. . .

Flood your market with tools. A flood happens one raindrop at a time. One raindrop alone doesn’t get you wet, but lots of raindrops will create a flood. Explosive growth comes from a team of people who participate in consistent effort over time. Want Results? Focus only on that which you can control--your activity.

Belief + Activity = Results

Believe in your company and the opportunity for you and your family. The cycle below is how the process works.

The bigger the **Belief**, the more **Activity** you are willing to do. The more **Activity** you do the bigger your **Results**. The bigger your **Results**, the bigger your **Belief**, driving you to do more **Activity**, which in turn increases your **Results** even more!

“This is the builders cycle Learn it, Live It, Love It”
-Mark Smith

100 Tool Blitz Accountability Sheet

I will Recruit 10 New Associates!

Score Sheet for:

Name: _____ Phone #: _____

(Fax to your Executive Director at _____)

Week Of _____ Thru _____

I exposed _____ new people this week to the PBR DVD.

I did _____ 3- Way Calls this week.

I Recruited _____ New Associates and Sold _____ Memberships this week for

A Total of _____ New Recruits for the Month and _____ Memberships for the month.

I made _____ Players Club Points this week. Total for this month _____.

I made _____ in Commissions this week.

If my team did what I did this week, would I like my check Yes/ No

For Personal Development, I am reading _____.

I've learned _____.

What did I do well? _____.

What could I have done better? _____.

What can your Upline do to help you better? _____.

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Dear

You are getting this package out of the blue for a reason, an important one. I find myself very fortunate, as I have been introduced to some very successful business people... people who have more control over their time and finances than anyone I have ever met. I was given access to this DVD, and the information which it contains is influencing a major trend across the country as you read this letter.

Timing is everything. In about the next 6 months there will be more than 2 million of these DVD's that will suddenly flood the market into the hands of people everywhere. You are the first to see what is on the DVD, as it was just released a few days ago. Why should you feel lucky to be one of the first to get one in your hands? Why is it so crucial that you view it right away? Let's just say that if you snooze on a good stock tip, for example, it could cost you thousands of dollars in potential profit. The same goes here... but this is way bigger than any stock tip that would require you to invest money you may or may not have.

Get to a DVD player immediately and put it in. Watch the short clip "Now More Than Ever" 17 minutes. Be sure to remove all distractions, close the door, and take notes. What you are about to see could have a huge impact on your financial future. I need to talk to you in the next 24 hours. ... Call me on my cell phone regardless of the hour!

Looking forward to speaking with you,

Earn Money Now!

Step 1: Read the stories of people just like you
Step 2: Watch our online movie, website below
Step 3: Contact me 000-000-0000 John Smith
(I will personally mentor you)

WWW.MARKOSMITH.COM

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