

Attitude is Everything!!

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Show Your Recruits How to Recruit

Every entrepreneurial-minded individual that you hope to recruit will be thinking the same thing:

“Can I do this?”

That is why your prospective recruits *NEED TO SEE* that they *CAN* in fact do what you are doing.

And that is why your recruiting approach must be duplicable. It must be a system. It must be easy to learn, easy to do, and easy to teach.

Duplication has always been, and always will be, the secret to multiplication.

And if your recruiting approach is truly duplicable, the entrepreneurial-minded individual you hope to recruit won't even have to ask the “Can I do this?” question ... *because you will have answered it!*

What comes next?

Your prospective recruit will be much more likely to become an Associate!

Well done, you've sold a membership and recruited another individual. Excellent!

But that's not all ...

What comes next?

Your new Associates will be much more likely to recruit others, and ...
that is where multiplication begins!

Top producer and Platinum Patrick Shaw warns,

If people become the issue and do all the talking and presenting, the prospects usually think “I can’t do what they are doing.” And they quit before they even get started.

Instead, allow the tools (CDs, recorded phone messages, weekly meetings, national events, videos, brochures, flip-charts, etc.) to do most of the work.

When your prospects believe, “I CAN do this!” mission accomplished!

And you are on your way to Platinum!

**The easier
the
recruiting
process, the
more
recruits you
will have.**

All from showing your recruits how to recruit!

More to come . . .



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