

Monday, August 20, 2012

* On time is 15 minutes early

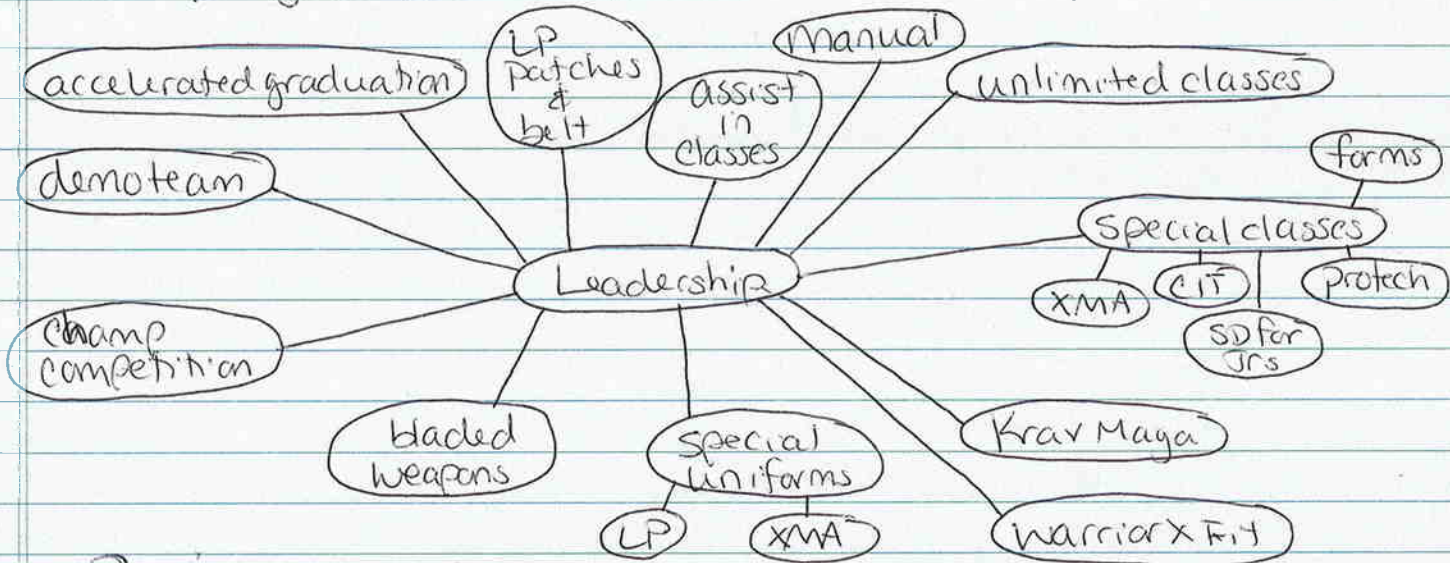
Alexis.com - shows you about your online presence
Power of the internet - utilize it

Learn from Zeek -> use online ad placement for your own business
What if everyone on staff placed one ad per day? (\$0+ ads daily)

Hand out online sales for June & July

- review it & see who shared, enrolled, etc. You should know exactly what happened to each lead. Go thru all your leads constantly.

How many new members do you have? You should have at least half your goal for the month. You need 20 every month.



People in LP stay longer - paint the big picture

Be careful not to push too hard for upgrades - might push them away

Find out if they have time for more classes before you present it as a benefit - do that for everything. Present smart.

Find their hot button before presenting

Try not to change their schedule drastically - let them stay in their current habits, then maybe add some to it.

* If everyone completes their monstar-1 goal, CME will take the insts to RattChris

1/2 hour w/ Master Gimenez

- let him know if you need help meeting/working with the elementary schools in your area

- Role Play - recommendation
 - upgrade conf. appt. set
 - preframe

In a group, read one para at a time, pass the paper & that person reads the same para. Then the groups trade scripts

Then each group recites together while the other groups listen.

- Role Play presentation for Leadership

• Develop support - ask questions, then ask questions about the answers

- When presenting new mem, show full program even if they came in on a special

- Presentations should only be a few minutes (#5 section)

Start your day - schedule each hour

1st - LA activity

Check that you completed each task at the end of the day

In the last 2 weeks - work to reach goal by completing unfinished business

Appts every class

Pass out 4 LP invitations

Practice scripts

10 awesome calls, 10 miss you calls



record pause stop



jump



bookmark



0% jump to position 100%



playback speed



volume