

What it Takes to Get There

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New Consultants always ask what it takes to get to a full time income, like \$5000, \$10,000, \$20,000 a month or even more. IF you get yourself to Senior Consultant or Executive Consultant, those monthly incomes, and more is possible for you!

That means helping 2 Personally Enrolled Consultants build a group of 6 or more. Then sponsor at least 2 new Consultants, and help them build a Team of 18. Now you are a Senior Consultant, and the Opportunity for financial growth just got much larger!

Now it is time to concentrate on Building New Leaders. Not just numbers, but Leaders that can duplicate or exceed your own efforts. Each of your first two families continue to grow, and continue to need your support. Never make the mistake of moving on, leaving your first two families to fend for themselves. Your MC Code can eventually generate a strong 5 figure Residual Income for you, if you continue to support and nurture them. Help everyone, regardless of code!

Now you want to sponsor as many people as it takes, to find a few that are duplicating. It is important that you build at least 5 SC's in your first 6 Levels. This not only assures your next promotion, but ensures a Strong Residual Income. In most cases, you must resist the urge to stack, as each level of your 6 Level Plan that you give up could cost you over \$10,000 a month in the long run.

Work with individuals, but always think in Teams. It is Team Success that will carry you to Financial Freedom!

A Team of 1000 Consultants in your SC or above, will pay you over \$100,000 in front money, and set you up for a strong 5 figure Residual Income. It is not what if, it is a Mathematical Surety. Build the Organization, and it will build you!

That is not just 1000 Consultants, that is several very self sustaining, business generating teams. The good news is that if you can get there, and you can, it will become clear as to how to become a National Consultant, and achieve all that Network Marketing has to offer!

My best estimate is that you need to get to SC, to provide at least half of the income, on a truly residual basis. SC is where you can get unlimited depth income of up to \$135 per Consultant, and up to 75 Cents per Customer, WITH OUT LIMITS!

Now you could have a Six Figure Income. It is achievable. However, you must develop leaders, and get to SC and then EC. At EC, the sky is the limit. Now it about Sponsoring New Consultants, Building Teams, and Developing the Leadership that will carry you to National Consultant and total Financial Freedom

How to get there?

Call 10 to 15, to get 5 or 6 to just listen to you and maybe a recorded message, three way call, recorded Message or watch a DVD or online presentation. 3 or 4 will want more information, and possibly see a live presentation.

Two will become customers or Consultants. For this I assume only one Consultant, but you need the customers, so be sure to ask the others to use your Service. You also must teach this so your group magnifies your efforts!

With that, let's assume only 10 calls, and 3 to 5 exposures a week. That averages one Consultant a week. As it takes 1 to 2 months for most Consultants to really get it and become steadily productive. Be patient, and keep recruiting. At this point it is 80 or 90 % your efforts. If you get someone to follow our Teams System, and they may be shot out of a cannon.

Based on recruiting, 3 to 4 Consultants a month, in your first few months.

In your 3rd or 4th month:

That is you plus 10 to 15 total, with you and a couple others working productively. With more calls and meetings, , that could be 30 to 60 or even more (We call that a clue!).

5th or 6th month:

With you and 2 or 3 others doing the same, it is 40 to 50 associates, but now with 5 or 6 producers. Should be about 20 new reps a month, or 100 or more on your Team.

8th or 9th month:

Now it is your production, and 5 to 7 other big producers (About 80 to 100 total associates working the business). Magnify that by 5 to 10 if you Attend more than one weekly meeting, and truly contact 2 or 3 a day. (That is a potential to have numbers approaching 500 to 1000 or more.)

11th or 12th month:

Wow! Now you and 10 to 15 other producers lead a gang of about 200 to 300.

17th or 18th month:

Now you have grown to the point where 60% to 70% of your efforts go to help your organization, and only 30% to 40% for recruiting. Your goal is to help other leaders get to where you are, or beyond! You are now well over your goal, and are teaching it to others.

If you have slack periods, it can easily double the time required. But, isn't it still worth it? If your group is normal, it may

take three to five years for you to be earning a full time income from the business you started for a few hundred dollars, and now you own your life! If you work it really consistently, for the next 2 years, you could take the rest of your life, off!

Congratulations, you are now a Successful, Professional Network Marketer! Don't ease up. Increase the amount of success you teach to each person you recruit, and build your success. It is time to go back and recruit the ones that said no, because they did not believe. You now recruit from success, not hunger or desire. You absolutely know what can happen, and share it with those that will listen!

The sad thing is that most of the people that quit do it in their first 60 days. As you can see, it is unlikely, except for extreme luck or tremendous experienced efforts, that anyone would see substantial results that quick. We have got to let them know about the Power of Large Numbers, and the Power of Time!

If you want to be Big Time, Fast, be Big Time Now!