



## **5 Steps to Work Less and Make More Money In MLM**

Some say it takes 30 days to build a habit (personally I think it takes 90 days). Stay focused on this until it becomes part of your “normal routine.”

### **Step 1: Who are you calling?**

Take a minute to **decide** who you are going to talk to.

### **Step 2: What are you going to say?**

Determine what your **intention** for the conversation is.

### **Step 3: When are you going to call?**

Pull that calendar out and **write down** what time you're going to make the calls.

### **Step 4: How to get people to follow through**

Make sure the people you're talking to **understand exactly what they are to do.**

### **Step 5: Get a clear time for them to finish and follow-up with you.**

Make a **clear appointment** to call them back after they have completed their call to action.

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