



The 5 Steps to Work Less and Make Money In Network Marketing

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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