



5 Steps to Work Less and Make Money In Network Marketing

When I first got into network marketing I ran into the same problems you do. How do I know? I've watched thousands of people over the last 10 plus years struggle with the same core issues.

On one of my coaching calls recently a client asked me,

"How do you get people to call you back or keep their appointments? I meet people when I'm out. They seem really interested but they're not there when I call back and they don't call me back when I leave a message."

Do you relate? And it's not just the novice that asks these questions. Recently a leader asked me to do a coaching call to her downline. She wants to know,

"How can I get my team to do what they say they will do? How can I get them into action? And how can I get them to call me back, to stay plugged in?"

If you're in network marketing you've experienced these things. I know. How am I so sure? Because this is a people issue. It affects all people. And the last time I checked network marketing is all about people.

So the question is, "Why?" Is it because people don't care? Maybe they're flaky or lazy. NO.

The number one reason people are not successful in network marketing is because they are not clear on exactly what they are supposed to do or when they are supposed to it.

And the reason for that is – you won't like this – but It's because you're not doing your job. You don't know how yet. You don't have the 5 steps to Work Less and Make Money In Network Marketing.

Here's how I know that's true. Have you ever said you were going to pick up the phone and "make those calls today" but at the end of the day the calls aren't made? Sure, we all have. Are you flaky? Are you lazy? Probably not.

You don't have the five steps to work less that will Make Money In Network Marketing.

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How Much Business Can You Stand?



If you use these steps in your business and your daily life – I guarantee you will use less time to get more done and Make Money In Network Marketing just like Becky.

“Jillian your tools streamlined my Arbonne business. I've learned to engage, influence, and look for a buy-in all the while coming from a place of service and integrity. This has been a GREAT impact on booking classes, launching new business partners, and developing relationships.

Thanks for these business changing five questions!”

Becky Gilman
<http://dreamcatcher.myarbonne.com>

Ready? Good, let's start with your favorite person. You. Before you can get better results with others you need to get better results from yourself.

At this point I loose some of you. Oh no I have to **do** something. Yes you do. And if you're not willing to make some changes stop reading now. And accept your business (and probably your life) is stuck right where it is **forever**. Because how you show up here is how you show up everywhere. There is no pixie dust here. For the rest of you who really want to Make Money In Network Marketing, I do have some magic words and magic steps (but no pixie dust).

OK grab a pen – no don't keep reading – grab a pen.

Step 1. Who are you calling?

I never said these steps would be hard. But you know a good many of you won't do this. Regardless of how many people say “write it down” you don't. It's a simple thing to do – anyone of us can write down who we're going to call.

So I urge you – challenge you – be coachable and write down the names of those you're going to call. **Take a minute now and do this.** (Now there's a concept, do it now - not later - now. Take a minute right now to take charge of your business. Can you imagine the CEO of IBM drawing, “Oh I'll do it later.”)

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If your workday is over and you're reading this, make the list **now** for tomorrow.

The list will include every call you intend to make in your business tomorrow. That means new prospects, follow up calls, calls to your downline and calls you need to make to upline or support people. Oh go ahead - **Make the damn list now. Not later NOW.**

Some of you may be working off an "ever growing" contact list. You just keep adding names. That's great. Now make a list off - of that list - of everyone you're going to call tomorrow. Just those names and numbers you're going to call tomorrow should be on that list.

Step 2. What are you going to say?

Don't put that pen down. Now that you know who you're going to call let's think about what you're going to say. Write down a few ideas of what you want the **end result of the conversation to be** for every person you're going to talk to.

Then write how you think you need to introduce the conversation. What are you going to say after you say, "Hello..."

Do you know people take more time to plan their vacation than they plan their business day? Why? It's more fun to take a vacation? Maybe. But I'll tell you this. Start planning your day and you'll start to Make Money In Network Marketing. Then not only will your days be more fun but so will your vacations (that's plural).

Here is one of my observations. You are more likely to get exactly what you expect. What do you expect out of your business calls? Do you think people will put you off? Do you think people will be glad to hear what you have to say?

Are you ready to find your authentic voice so everyone will at least listen to you? Do you have an end goal in mind? Are you consciously moving the conversation in that direction?

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Step 3. When are you going to call?

The only reason to put down that pen is because it's out of ink and you need another. That's right. Get your calendar out and write down exactly – yes exactly - when you're going to call them.

Instead of saying, "I'm going to make calls for a couple of hours today." Get your calendar and decide **which couple of hours** you're going to make your calls. And block the time out.

Make an appointment with yourself. An appointment you'll respect just like you respect the one you make with your doctor. You show up there right?

Show up here too.

As soon as you say, "I'll make the calls after the kids go to bed." Or, "I'll make the calls later today." You're in trouble.

Because you haven't made a clear decision of when you're going to call. You haven't decided exactly what time you're going to work. That's a huge problem in network marketing. We don't **decide**. We don't make a conscious decision to get the action done. We don't go to our calendar and give that action its very own time for it to happen. If you want to Make Money In Network Marketing you need to give what you do in your business its very own time.

But don't take my word for it. Phyllis is only four weeks into my Make Money In Network Marketing six-month course.

"Jillian, It works! My week has been really great. I have so much more time by being scheduled. I feel like a new person and look forward to doing this for the 90 days it takes to make it a habit. Your coaching is a lifesaver."

Phyllis

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The Make Money In Network Marketing Challenge

This week either the night before or early in the morning take a moment to plan your workday. Take a minute to **decide** who you are going to talk to and what your **intention** for the conversation is. Then pull that calendar out and **write down** what time you're going to make the calls.

You can do your planning time in the morning or the evening. Just do it!

What about steps 4 and 5?

I can't tell you all my secrets right away! If you would like a copy of steps 4 and 5 I invite you to simply sign up for the Savvy Sponsoring Newsletter. Click the link below to join and I'll put steps 4 and 5 in your email box right away. <http://www.SavvySponsoring.com>

I hope you enjoyed the **5 Steps to Work Less and Make Money In Network Marketing**. For more tips on building your network marketing business and to get your last 2 steps, be sure to join my newsletter at: <http://www.SavvySponsoring.com>

Put the steps to practice and let me know how it goes.



Warmly,

Jillian Middleton

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