

# SUCCESS LAUNCH PLAN

THE HIGH ACHIEVER'S



Training

FOR THE NETWORK MARKETING PROFESSIONAL

## ROAD MAP TO SUCCESS

The most important things you can bring to your business:

WORK ETHIC, DESIRE, COMMITMENT,  
AND COACHABILITY.

### Step 1 "When the WHY is powerful, the HOW is easy"

What is your Primary Motivating Factor?

What is your WHY?

Write Your Reason(s) WHY?

>

>

>

\$

How much MONEY do you want to make

>

In the next 30 days?

\$

What is your montly residual income goal

>

In the next 3-5 years?

What rank (pin level) do you want to achieve

>

In the next 30 days?

# SUCCESS LAUNCH PLAN



## Step 2 Open For Business!

Share your opportunity with a **MINIMUM of 15 people** during your first week in business. You must contact **30-50 people** to create **15 exposures**.

Effective ways to launch your business include: Conference Calls, Webinars, Home Meetings/Luncheons, Facebook Live. Schedule 3 separate events to showcase your business.

### THE KEY TO INVITING:

**BE YOURSELF** with **EXCITEMENT, URGENCY AND CONVICTION!**

Your primary role is to pique and invite. Let your mentors and tools present the information and explain the business.

#### 1st Call

[ within 48 hours ]

#### 2nd Call

[ within 7 days of start ]

#### 3rd Call

[ within 10 days of start ]

**Influential/Successful:**

**Who Looks up to you:**

**People you love the most:**

1.

1.

1.

2.

2.

2.

3.

3.

3.

4.

4.

4.

5.

5.

5.

### Your Role is to INVITE & LAUNCH CALLS

**BE BRIEF. BE IN A HURRY. NO SMALL TALK. GET A COMMITMENT!**

#### What to say to Friends and Family:

Hey, what are you doing (date/time)? Listen, I found a way for us to make some serious money! There is a call that explains the details. If I give you the number, will you dial in?" (Modify to fit the exposure method your team uses).

#### What to say as a Professional to a Professional:

"Mr./Mrs.\_\_\_\_\_ what are you doing (date/time)? I'm working on a business project and I'm looking for a few sharp people to partner with. You've always been good at (insert compliment). Are you open to taking a peek at another income stream outside of what you are doing now? (If yes, plug them into exposure method you use.)

#### What to say to people you look up to:

Listen, I know how successful you have been in business, and what I am doing probably isn't for you, but who do you know who may be looking for a strong business they could run from home?

#### What to say if they aren't interested:

"That's fine. I respect that. Maybe you can point me in the right direction, Who do you know that might be looking to diversify their income?" OR "Would you be willing to review the info to see if anyone comes to mind."

#### What to say if they can't make it or missed the call:

"Sorry you missed it! It was fantastic! If I send you the replay link, would you check it out?"

#### Handling Objections:

**I'm Busy** - "I understand you are busy, and that is why I think you will see the value in this opportunity. When can we carve out a few minutes for you to take a peek at some info?"

**I'm Broke** - "That's no problem I'm not asking you to buy anything! I just need you to review the info and we can go from there."

**What is it?** - "If I tried to explain it, I would probably mess it up! I would rather you hear it like I did. So if you could hop on this call/webinar/FB Live and listen in. I know you will love it!"

\* Continue to create a list with a minimum of 100 names

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## Step 3 Get Social!

Don't be a secret agent!

Announce to your warm market and friends that you are open for business!

### USE, DOCUMENT, SHARE

- USE the products or services you offer.
- DOCUMENT your progress, changes and experience.
- SHARE results you and others have experienced.
- Social Media is powerful when used correctly!

DO NOT SPAM!



Ask To Be Added To Facebook Team Pages.



[ page name ]



[ page name ]

[ page name ]



### Create Your Story

Take Before & After Photos

Customer Support: (   )

Corporate Website:

Email:

## Step 4 Promoting Events! You're in business for yourself, but never by yourself!

> Next Training Events:	Location:	Date:	Time:
> Wake-Up Call	Phone#	Pass Code:	Time:
> Team Call	Phone#	Pass Code:	Time:
> Automated Overview Call	Phone#		
> Convention	Location:	Date:	
	Phone#	Pass Code:	Time:
	Location:	Date:	Time:

### Your Success Team

You're in business for yourself, but never by yourself!

### Partner/Rep. Information

Your Sponsor	Phone	Email	Backoffice Website:
Upline Support	Phone	Email	Partner/Rep. ID#:
Upline Support	Phone	Email	Log In Password:

# SUCCESS LAUNCH PLAN



## Memory Jogger

### > List of acquaintances already available:

- Christmas card list
- Address book
- Daytime, planner
- List of fellow employees
- Church directory
- Master prospect list

### > The members of your own family:

- Father and Mother
- Father-In-Law
- Mother-In-Law
- Grandparents
- Children
- Brothers and Sisters
- Aunts and Uncles
- Nieces and Nephews
- Cousins

### > Those you do business with:

- Doctor
- Lawyer
- Barber
- Stylist
- Insurance Agent
- Dentist

### > Those who are your closest friends with whom you associate on a regular basis:

- Friends
- Neighbors
- Church members

### > People you know who are in direct sales:

- Business/office machine sales people
- Insurance Sales
- Car Sales
- Anyone YOU are a Customer OF

### > Those you have been associated with in the past:

- Past customers
- Schoolmates
- People in your home town
- Former co-workers
- Former teammates
- Military cohorts
- College roommates

### > Those you have met in organizations:

- Civic groups (rotary, exchange, Jaycees)
- Political Clubs
- Workout classes
- Service Groups
- Lodge, Elks, Moose, etc.
- Missionary Groups
- Merchants or Farm Organizations
- School groups (PTA, PTO, Boosters, Alumni)

## Need More Help?

Accounting	EyeCare	Mail	Sewing	Minnesota
Acting	Government	Manaagement	Secretaries	Mississippi
Advertising	Firemen	Mental Health	Securities	Missouri
Aerobics	Film Industry	Mortgages	Screen Printing	Montana
Air Force	Food Service	Mobile homes	Sheet Rock	Nebraska
Animal Health	Florists	Museums	Signs	Nevada
Antiques	Gift Shops	Mutual funds	Skating	New Hampshire
Apartment	Girl Scouts	Movie Theater	Skiing	New Jersey
Architect	Gymnastics	Motels	Skin Care	New Mexico
Army	Farming	Navy	Stereos	New York
Art	Hair Care	Newspaper	Surgeons	North Carolina
Babysitters	Helicopters	Nurses	T-Shirts	North Dakota
Banking	Hardware	Nutrition	Tanning Salons	Ohio
Barber	Handicapped	Oil Change	Taxes	Oklahoma
Baseball	Health Insurance	Orthodontists	Teachers	Oregon
Beauty Salon	Hearing Aids	Pets	Tennis	Pennsylvania
Bicycles	Hiking	Pest Control	Telemarketing	Rhode Island
Boars	Horses	Personnel	Theatres	South Carolina
Blinds	Hospitals	Perfume	Tile Layers	South Dakota
Books	Hotels	Pedicures		Tennessee
Boys Club	Hunting	Pediatrician	Alabama	Texas
Bookkeeping	Health Clubs	Painting	Arizona	Utah
Cable TV	Ice Cream	Parking	Arkansas	Vermont
Camera	Insurance	Office Machines	California	Virginia
Camping	Investments	Office Furniture	Colorado	Washington
Crafts	Janitor	Police	Connecticut	Washington DC
Day Care	Jewelry	PreSchools	Delaware	West Virginia
Delivery	Karate	Publishers	Florida	Wisconsin
Dentists	Kindergarten	Parties	Georgia	Wyoming
Designers	Insurance	Perfune	Hawaii	
Detectives	Investments	Racing	Idaho	
Diet Industry	Janitor	Radios	Illinois	
Direct Mail	Jewelry	Rental Agencies	Indiana	
Disc Jockey	Karate	Roofing	Iowa	
Doctors	Kindergarten	Rest Homes	Kansas	
Driving Range	Laundries	Resorts	Kentucky	
Dry Wall	Lawn Care	Restaurants	Maine	
Dry Cleaners	Lighting	Real Estate	Louisiana	
Education	Livestock	Sales	Maryland	
Electrical	Leasing	Schools	Massachusetts	
Entertainment	Leather	Satellites	Michigan	