

NETWORK PROFESSIONAL PIN – LEVEL 3 and SPONSORING PIN

If you are looking to be inspired, read Lucy's testimonial! Brilliant words to encourage all of us, especially if we may be a little bit in the 'Doldrums', to set a plan, work the plan, stay focused and committed and go on to achieve our goals.

Lynne

'This time last year, if you'd told me I would achieve Network Marketing level 3 I would have laughed. I was struggling to sponsor anyone let alone 24 people in 12 months. My warm list was drying out, my belief was rock bottom and although I was doing quite a lot of 121's / DVD & Website shows hardly anyone came to the BP and nobody was joining. In fact by the end of April last year I had sponsored 3 people in 6 months. Everything changed in the summer as we had a big sponsoring incentive. I'd done disastrously on a previous incentive as I just didn't do enough calls so I decided that no matter what I was going to qualify for this one! I put a plan in place for where my calls would come from and I committed to making 15 calls a week EVERY week over the summer completely letting go of the outcome, I was going for NO. Suddenly the results started to come in, 5 people joined in August. I was on holiday for a week of that but as I'd committed to the incentive I kept going and squeezed the calls in. The more I did the more my skills improved and the easier it became to take people round the cycle. I've continued to sponsor people every month since and took massive action again after coming back from Budapest. Once again massive action led to massive results with 5 people joining in April and hitting my Network Marketing Level 3 and that YELLOW CASE, That was my goal - the case - I just had to have one of those cases and now I do – Yippee!

My top tips: Have a strong prospecting plan. Know where those contacts are going to come from. I still talk to people on my warm list, some are old contacts I haven't spoken to for years but I've managed to track them down, and some are new friends I've made. Come from contribution. Use your upline and your crossline, if you're having a tough day phone them, they'll pick you up dust you down and set you on the right path again. Allow for time lag, take massive action but allow 4-8 weeks for the results to really come in. And finally, set a goal, stick to your plan, commit to it and do not be denied. Go for greatness!'

Lucy Rodmell

