

Tools To Grow The Business.

There are “Ten Top Tools” to grow your business.

Tool 1 The Every Body I Know List.

Your list are is a vital tools. You know hundreds of people but you can't remember them all. Your list will have 50 to 100 names for a start. Then get a small note book and carry it with you so you can jot down the names of people when you think of them.

Tool 2 Diary.

Plan every aspect of your day and week. See scheduling priorities in your diary.

Tool 3 Business Presentations/Health & Wealth Meetings.

Take people to and have your own regular business presentations. Do it the successful way and don't reinvent the wheel, it's easier. Work with your up-line.

Tool 4 Product Training.

Make it your aim to go to one training meeting a week and encourage new distributors and wholesale customers to meet you there.

Tool 5 & 6 Generic tapes & books.

These books and tapes are for your education and can be very effective in attracting new customers and distributors. Distribute plenty of tapes and books to people using the proven methods, or write a letter enclosing the tape or book most useful to them. But get back to them within 48 hours. See sample letters in the advanced training section.

Tool 7 Video Training Tapes.

Buy them all and become familiar with all the products so you can answer most of the questions and loan them to your new customers and distributors. See price list for further information.

Tool 8 Motivational Tapes.

Learn and be encouraged by the stories of successful distributors. We all need to be encouraged from time to time, so have some available for loan to your distributors when you see they need a lift or a special message that will help them with their current challenges.

Tool 9 Fact Sheets.

Get the correct facts. What we can say about the products is important. Learn it and tell others. You can give fact sheets to interested people.

Tool 10 Personal Development

Ask your sponsor to loan you some personal development tapes to get you started. Then buy your own. Look at the list of books at the bottom of page 28. Start with one and read it 3 times. Make notes and mark the pages. Talk to people about what you've learned.