

BUILDING A TEAM WORKSHEET

1. Schedule Your Meeting

Date _____

Time _____

2. Create Your 100 Names List

Build a list of at least 100 contacts. Include everyone you know, with a strong focus on the following A Players:

- Business Owners
- Network Marketers
- Real Estate Professionals
- Six Figure Earners

Tip: Do not prejudge your list. Write down everyone first, then identify your top prospects.

3. Master the Inviting Process

Become a Master Inviter, not a salesperson or presenter. Learn the script, write it out, record yourself, practice, and start inviting immediately.

Inviting Script

Hello _____ this is _____. Do you have a quick minute?

Are you open to looking at other ways of making money?

Share your why.

I connected with someone having strong success expanding an online business in technology and healthcare. They are hosting a meeting on _____ at _____ to share what they are doing.

Can I count you to join us?

Response Guidelines

If Yes

Someone will call you on the day of the meeting as a reminder. I look forward to you connecting.

If They Ask Questions

That is a great question. I do not have all the details yet, which is exactly why we are hosting this meeting. I would love for you to join and help me evaluate the information. Can I count you in?

If More Than Two Questions Come Up

Conduct a three way call with your upline.

4. Confirmation List Send 24 Hours Before

Send the following to the presenter by text or email:

- Guest Name
- Phone Number
- Occupation
- Relationship to You