

CONTINUING ON.....

FOR PEOPLE WHO CHOOSE NOT TO WAIT:

7. Have another get-together and ask people who are now in your business line to bring their referrals. Let them moderate the get-together and answer questions after you show them the conference call so they can get comfortable with doing this and with growing their business.
8. The most successful brokers continue to make themselves available to help their business team (people with them) grow and bring in more business. Remember: When the people in your business grow and win, you win too!! We are all in this together!!
9. Some brokers group together to hire a conference room at a hotel or rent the presentation room at a less expensive location (i.e. church, library or realtor's association). They give a presentation at the same location every two weeks. You can project your computer screen onto a larger screen, as well as channeling the presentation through speakers so that it is heard easily. People in those brokers's business will then always have a place to bring new referrals, exchange ideas and network with more experienced brokers.
10. There are many groups of people who you can contact and then present to them as a group. You want to find people who are entrepreneurial minded, self-motivated, have an interest in financial freedom or need another stream of income.
11. Besides presenting to individuals who need another stream of income, you can present

to non-profits who can use this business model as a fundraiser.
Everyone has a particular charity that they love. If they cannot donate as much as they want, they can help their charity by doing something that they need to do everyday anyway--→SHOP!!
Non-profits always have relationships with other non-profits who can come in under your initial referral and help them to grow their business. Typically, when you bring in one non-profit, you not only help them in their humanitarian work but you bring 50-200 shoppers into your business line. This means points for YOU when they shop to help their cause! This is a Win-Win situation for everyone!!