

MLM MILLIONAIRE ACADEMY

Three Mindsets in Network Marketing

1. **Posers – Lottery Mentality**
2. **Amateurs – Seeking the 1 THING**
3. **Professionals – Realistic Expectations**



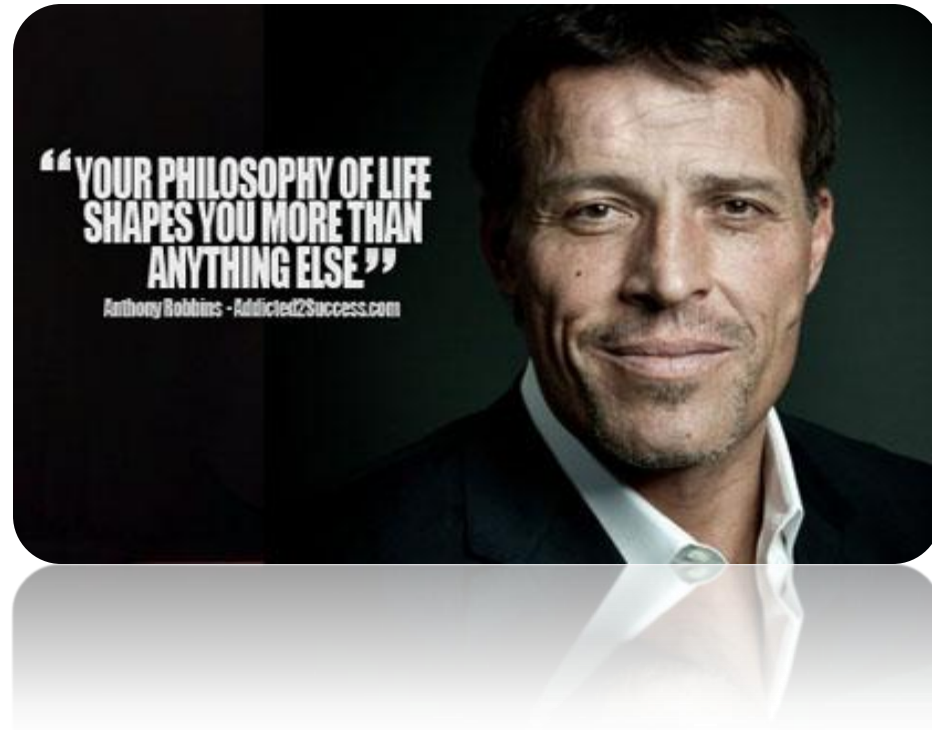
"You can Achieve SUCCESS by simply doing the right things consistently over a sustained period of time!" - DAVID BYRD

- 1. THINK LIKE A... BUSINESS OWNER**
- 2. THINK LIKE A... NETWORKER**
- 3. THINK LIKE A... LEADER**

Mindset: a particular way of thinking : a person's attitude or set of opinions about something



PROGRAMING
PHILOSOPHY
IDENTITY
THINKING
ATTITUDE
ACTIONS
HABITS
RESULTS
LIFESTYLE
LEGACY



1. PROGRAMING

- **Entrepreneur**
- **Self Employed**
- **Career Employee**
- **Job Employee**
- **Unemployed**

2. PHILOSOPHY

- **Unlimited - Glass is half full**
- **Limited - Glass is half empty**

3. IDENTITY

- **Successful**
- **Unsuccessful**

4. THINKING

- **Long Term – work on...**
- **Short Term – I'm just trying to get by – I'm just wasting time – Doing nothing – Killing time – kinda – sorta – thinking about – trying to**

5. ATTITUDE

- **Positive – I Can do it – Self Reliant**
- **Negative – I Cant do it because... – Blames List**

6. ACTIONS

- **Dream Driven – Goal Focused – Activity Tracked – Mentorship or Coaching Accountability**
- **Reactive – Circumstance Driven – Random – Unplanned**

7. HABITS

- **Planned – Focused – Disciplined – Consistent – Tracked**
- **Reactive – Circumstantial – Random – Unplanned**

8. RESULTS

- Predictable – Planned – Tracked**
- Random – Unplanned – Unexplainable**

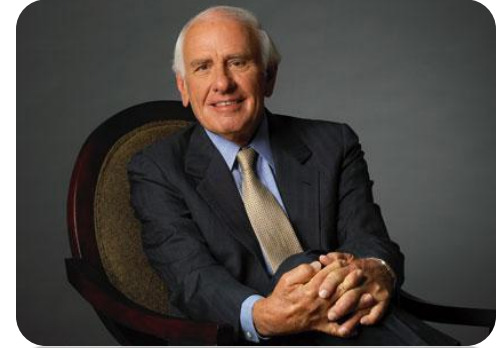
9. LIFESTYLE

- Dream Driven – Goal Focused – Activity Tracked**
- Random – Unplanned – Unexplainable - Lucky**

10. LEGACY

- **Great Example to Follow**
- **Warning or Lesson of what not to do**

- **PROGRAMING**
- **PHILOSOPHY**
- **IDEAS**
 - **WHAT YOU LISTEN TO**
 - **WHAT YOU WATCH**
 - **WHAT YOU READ**
 - **WHO YOU HANG OUT WITH**



"You are the average of the five people you spend the most time with" JIM ROHN

HOW YOU THINK

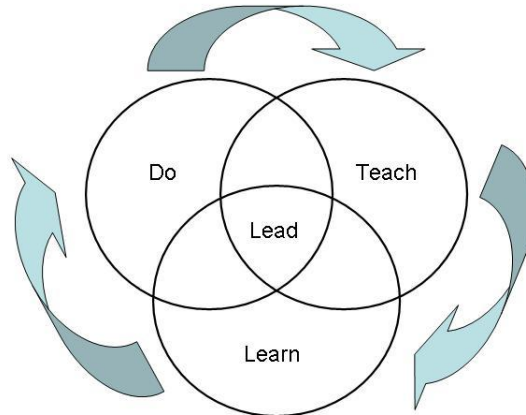
- 1. YOU MUST... BE CORE**
- 2. YOU MUST... START PEOPLE RIGHT**
- 3. YOU MUST... OBEY THE LAWS OF DUPLICATION**
- 4. YOU MUST... PROTECT YOUR TEAM**
- 5. YOU MUST... LEARN THE GROWTH CYCLE**

Commitment: an engagement or obligation that restricts freedom of action.



#1 BEING CORE

1. **ARE YOU... DOING EVERYTHING?**
2. **ARE YOU... CONSISTENT & PERSISTENT?**
3. **ARE YOU... LEADING & TEACHING?**



#2 GET PEOPLE STARTED RIGHT

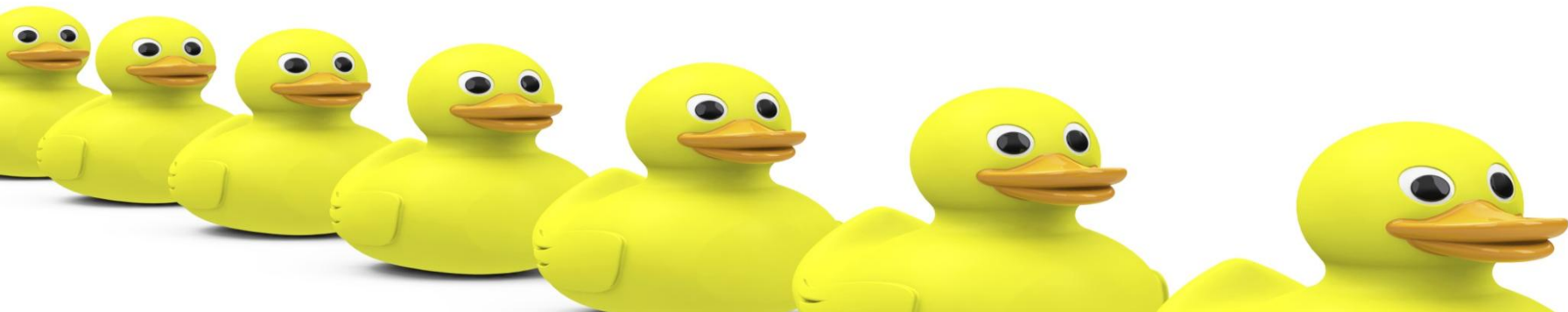
1. **CAN I DO WHAT YOU JUST DID?**
2. **DO I HAVE THE TIME TO DO WHAT YOU ARE DOING?**
3. **AM I OK... DOING THAT TO MY FRIENDS, FAMILY, AND NEIGHBORS?**



START

#3 OBEY THE LAWS OF DUPLICATION

1. IT MUST WORK **INSTANTLY**
2. IT MUST WORK **10 LEVELS BELOW ME**
3. IT MUST WORK **WITH PEOPLE YOU DON'T KNOW**
4. IT MUST WORK **1000 MILES AWAY**
5. IT MUST WORK **WHEN AN AMATUER DOES IT TO A PROFESSIONAL & VICE VERSA**



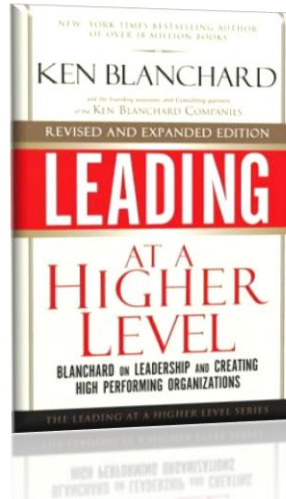
#4 PROTECT YOUR TEAM

1. **KEEP IT SIMPLE**
2. **KEEP IT EASY**
3. **KEEP IT DUPLICATIBLE**



#5 UNDERSTAND THE GROWTH CYCLE

1. **LEARNED KNOWLEDGE**
2. **ACTIVITY KNOWLEDGE**
3. **MODELING KNOWLEDGE**
4. **TEACHING KNOWLEDGE**



YOU

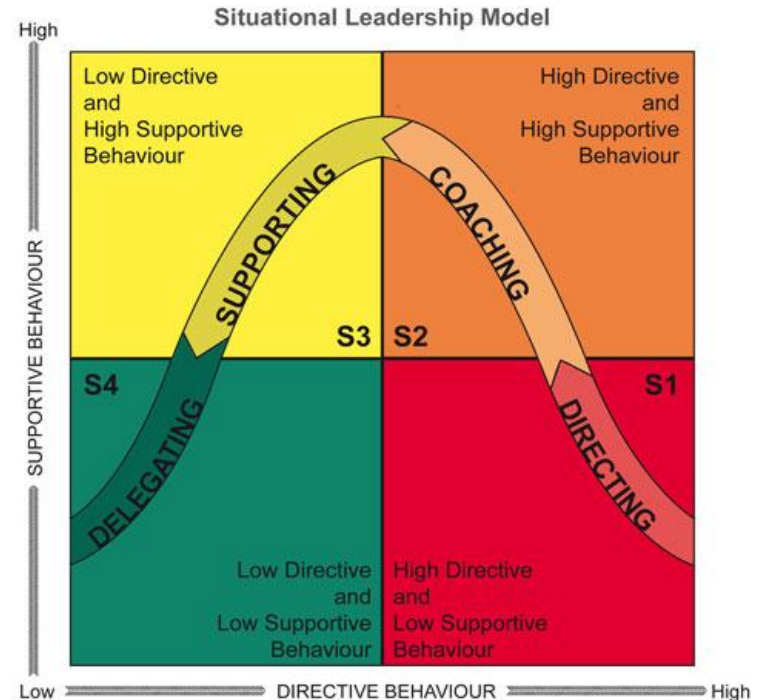
5

25

125

625

3125



MLM MILLIONAIRE ACADEMY

1. Define - **Your Dream**
2. Set - **Your Goals**
3. Write - **Your List**
4. Contact & Invite - **Your List**
5. Present - **The Plan**
6. Follow Through - **3rd Party Tools**
7. Events - **Promote**
8. Repeat & Teach - **The 10 Core**



Imagine Making An Extra...

\$1,000 A Month

\$1,000 A Week

\$1,000 A Day



1. Get – **TOGETHER WITH YOUR UPLINE SUPPORT**
2. Get – **A GAME PLAN FOR THE MONTH**
3. Get – **STARTED CONTACTING & PRESENTING**
4. Get – **PAID & PROMOTED ASAP**
5. Get – **PLUGGED IN**

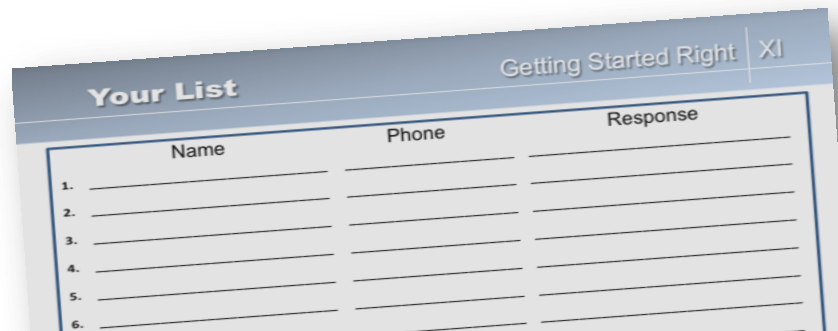


Your list is your businesses inventory & database!

Write down the name & phone number of everyone you know!

Start with your Cell Phone, Facebook, Linkedin etc...

The larger your list... the better your start!



The worksheet is titled "Your List" and is part of a "Getting Started Right" series, labeled "XI". It contains a table with three columns: "Name", "Phone", and "Response". The table has six rows, numbered 1 through 6 on the left side.

	Name	Phone	Response
1.			
2.			
3.			
4.			
5.			
6.			



What is the **BEST** way to contact?

84% of Facebook posts go **UNSEEN**

71% of Tweets are **IGNORED**

88% of Emails go **UNOPENED**

98% of text messages are **OPENED**

96 /100 text are opened & seen in 6 minutes



High Tech – High Touch

STEP 4. **CONTACT & INVITE RULES**

RULE #1 NO MASS TEXTING OR AUTO DIALING!

RULE #2 NO MASS FACEBOOK MESSAGES!

RULE #3 NO POSTING ON OTHERS FACEBOOK WALLS!

RULE #4 NO TAGGING PEOPLE IN PICS THEY ARE NOT IN!

RULE #5 DO NOT POST 100 TIMES A DAY!

RULE #6 DO NOT POST NEGATIVITY ABOUT OTHER COMPANIES!

RULE #7 DO NOT INFLATE INCOMES! KEEP IT HONEST!

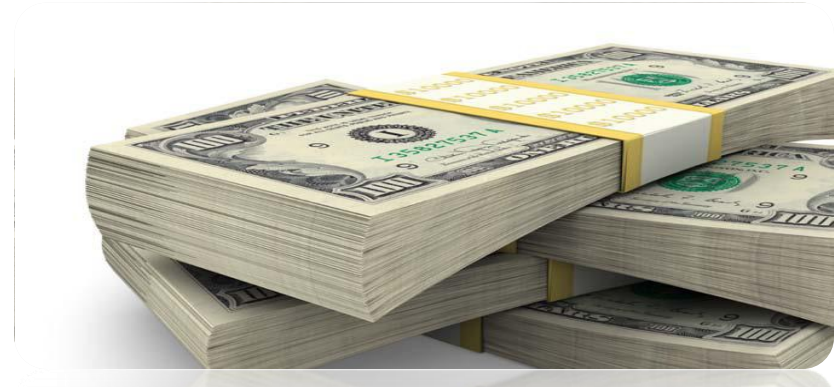
RULE #8 POST SUCCESS, RESULTS, AND HAVING FUN



CAUTION CAUTION CAUTION CAUTION CAUTION CAUTION CAUTION CAUTION CAUTION

Two mindsets when contacting people

1. Try to sell every person you talk to!
2. Present to as many people as you can! Show them what you do and ask them to help you find the ideal client!



The BEST contacting method:

1. Can you do me a Favor?
2. I would like to (show you or tell you) what I am working on...
3. So if you come across the right person, you could refer them to me!



Website

Webinar

Live Conference Call

3rd Party Call

1:1 Face to Face

Home Party

Open House

DSA.ORG 2016

USA

72% 1:1

21% Party

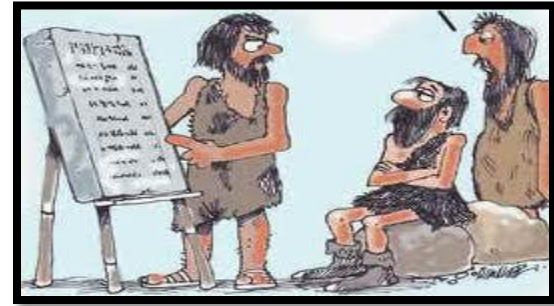
7% Other

WORLD

80% 1:1

18% Party

2% Other



STEP 6. **FOLLOW UP USING 3RD PARTY TOOLS**

Follow-up in within 24 hours of a presentation

Follow-up Statistics

48% Never Follow Up

25% Follow-up Twice

12% Follow-up Three Times

10% Follow-up more than 3X

**The Greatest Number of Sales
occurs on the 5th to 7th Follow-up**



Get them to the next EVENT!

Everyone learns differently

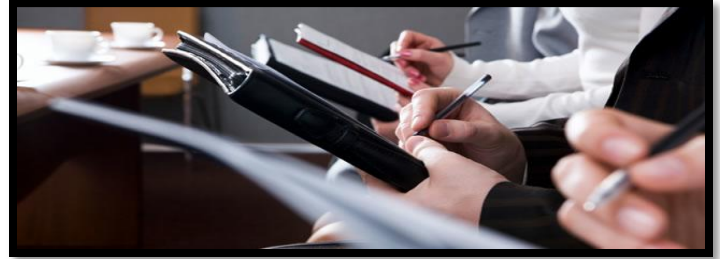
Some learn by – Watching

Some learn by – Listening

Some learn by – Reading

Some learn by – Doing

PROMOTE - PROMOTE - PROMOTE



Get them to the next EVENT!

STEP 8. **REPEAT & TEACH THE 8 STEPS**

S – Save
Y – Yourself
S – Some
T – Time
E – Energy
M – Money

Game Plan and Partner
with an active productive
Upline!

Review your goals and
past activities!

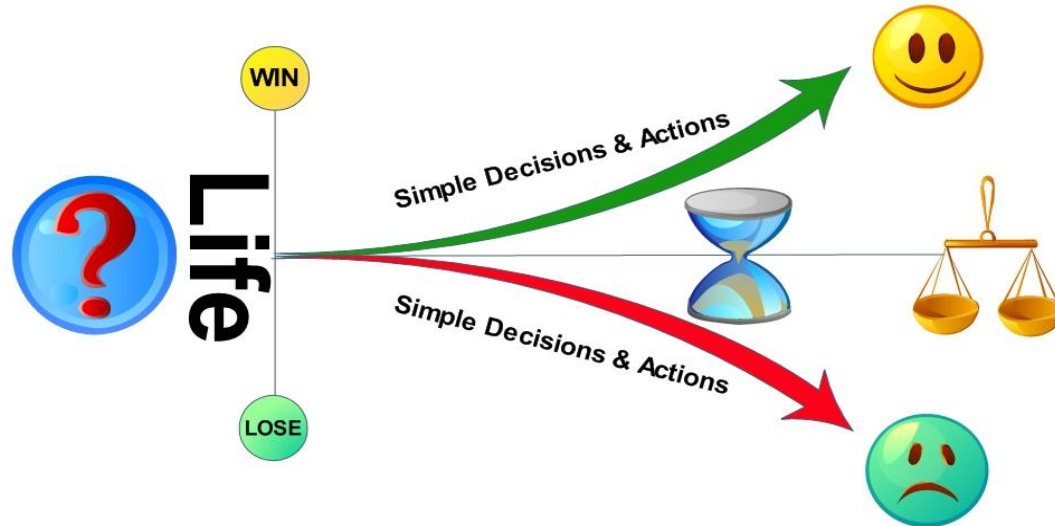
You are in business for yourself,
but not by yourself!



1. **ALWAYS** PLUG IN
2. **ALWAYS** STAY CONNECTED
3. **ALWAYS** STAY THE COURSE

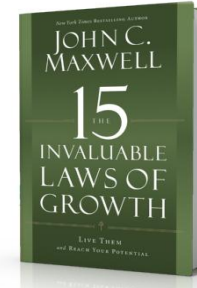
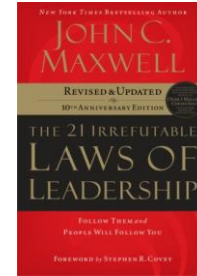
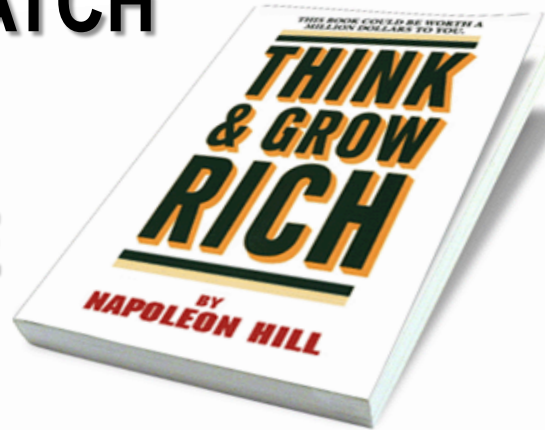
52

YOU



5
25
125
625
3125
15,625

1. LISTEN / WATCH
2. READ
3. ASSOCIATE



Reading is equivalent to thinking with someone else's head instead of with one's own.
- **Arthur Schopenhauer**

PROSPECT & MARKET

- EXTERNAL
DATABASE
- INTERNAL
DATABASE



1. SPARE TIME 1 – 2 A DAY
2. PART TIME 2 – 5 A DAY
3. FULL TIME 5 X A DAY +

5%

Agents	2 a Day	Week	Month	Year
1	2	10	40	480
10	20	100	400	4,800
100	200	1,000	4,000	48,000

- 1. ALWAYS** SHOW UP
- 2. ALWAYS** BE CONSISTENT
- 3. ALWAYS** HAVE A GOOD ATTITUDE
- 4. BE HERE A YEAR FROM NOW**



- 1. ALWAYS** SHOW UP
- 2. ALWAYS** BE CONSISTENT
- 3. ALWAYS** HAVE A GOOD ATTITUDE
- 4. BE HERE A YEAR FROM NOW**



Sunday

9pm EST



- 1. ALWAYS** SHOW UP
- 2. ALWAYS** BE CONSISTENT
- 3. ALWAYS** HAVE A GOOD ATTITUDE
- 4. BE HERE A YEAR FROM NOW**





- 1. ALWAYS** SHOW UP
- 2. ALWAYS** BE CONSISTENT
- 3. ALWAYS** HAVE A GOOD ATTITUDE
- 4. BE HERE A YEAR FROM NOW**



- 1. ALWAYS** PLAN THE MONTH BEFORE IT BEGINS
- 2. ALWAYS** GAME PLAN WITH YOUR SUPPORT TEAM
- 3. ALWAYS** SET MONTHLY GOALS



THE 10 CORE

1. 8 Step Pattern
2. Be Here A Year From Now
3. Professional Development
4. Prospect & Market Daily
5. Present Daily
6. Attend A Weekly Presentation
7. Attend A Weekly Core Training
8. Attend A Monthly Team Regional
9. Attend All Conventions
10. Create A Monthly M.A.P.

