



Educating, Empowering, and Mentoring the Women of Network Marketing

**Top 7  
Million \$\$  
Recruiting Tips  
To Explode  
Your Direct Sales or  
MLM Business**

By Debbie Wysocki  
*Network Marketing & Direct Sales Coach • IRRESISTIBLE Marketing &  
Branding Expert • Mastermind Facilitator • Author • Speaker*

[www.WomenWithDreamsMLMAcademy.com](http://www.WomenWithDreamsMLMAcademy.com) - 800.576.3767 - [Academy@WomenWithDreams.com](mailto:Academy@WomenWithDreams.com)

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# Top 7 Million \$ Recruiting Tips

## To Explode Your Direct Sales or Network Marketing Business

### Introduction

Does Recruiting Strike Fear into You?

Are you good at it? What do you think of when you hear the word Recruiting?

Recruiting has several parts:

- \* Prospecting
- \* Contacting & Inviting
- \* Presenting
- \* Answering Questions
- \* Closing
- \* Follow-Up
- \* Duplication (of your System)

What kind of Team do you want to create?

A Team of flaky people whose credit cards get declined on autoship each month? People who cannot afford proper coaching?

In our profession, we tend to recruit down – especially women – we want to save the world – that's OK – you can do that – after you make your first million dollars.

First, let's make your dreams come true.

And where does that start?



## Tip #1 – Recruit Up.

Talk to quality people. Be observant. Look for people (women if that's your niche) who have a great smile; have good manners and are fun. If you have the opportunity to observe them in an environment for longer than a few minutes, maybe you will get to know them – find out what some of their dreams and goals are – and this will allow you to tailor an invitation for them.

**Once you make the decision**, to Attract a Quality Team, you will not only begin talking to different people, you will carry yourself with more self-confidence and your self-belief will change!

## Tip #2—Add at least 1 New Contact to Your List Each Day – Super Stars will Add 3.

They say the BIGGER Your Contact List, the BIGGER Your Bank Account!

So do you want a Big Bank Account?

Many people are afraid to call people on their prospect list because their prospect list is small – and what happens when they run out of prospects?

When you are constantly adding new prospects, you never run out. You always want to have a Top 50 List of prospects – these are your HOT 50.

The more names you have the less fearful you are when someone tells you no – and remember, when someone says NO, they are not telling you no, they are saying NO to the opportunity.

We want to turn you into a 'Recruiting/Closing Machine (almost) – not a product pusher (think of that woman that just can't stop sharing about her product at the networking lunch you just went to).



OK – so the first step is to get a Prospecting Journal. What is this? Nothing more than a Composition book (like our kids use to write essays in) but we are going to keep track of our prospects – we can take their business cards and write notes in them. At the end of the day BEFORE we go into the house, while we are still in the car, transfer any follow-up appointments to your smart phone.

So how do you get the name to add to your Prospecting Journal?

You create common ground. I find that offering a sincere compliment to someone OR ask a question.

This gets the ball going.

It is not a true contact on your list without a PEN (Phone, Email, Name) Dottie Boreyko taught me over 25 years ago, if you come home with just a name, you had a nice conversation – you need a phone number to call her back before she is a bonafide contact. In today's day and age, I recommend a cell phone – sometimes, it is more convenient to text . . .

In fact demographics show that the 18-28 year old age group prefers texting 28-40 likes email and 40+ prefers a phone call.

So keep that in mind in your follow-up.

Prospecting is a Daily Habit that should be practiced. Your Daily Habits will Predict Your Future.

### **Tip #3—Follow Up with 3 People Each Day.**

The 3 People are a combination from your Contact List (to Schedule appointments – to follow-up after a Presentation and to Close them) and from your existing Customers and Team Members.



You may want to send a thank you not to a customer or introduce her to new products. For a Team Member, perhaps a note of encouragement to keep working on her goals.

The key is to touch People.

By constantly connecting with 3 people each day, your business will EXPLODE!

**Tip #4—Remember when you share your business, you do not need any single person to join you – you are giving them a gift by inviting them to join your team.**

In fact, you should be qualifying them because you will be investing a lot of time to train them correctly. Develop the mindset that people need what you have!

You must have a strong belief that you will be successful (if you are not already) and that what you have will ultimately make others successful too.

**Tip #5—We get paid for recruiting and moving product. Ultimately – we get paid a lot more for recruiting.**

Yes, that's right – our check is determined by how many people we recruited – not our knowledge of the product. Our check is determined by how well we can build a distribution network and build Leaders – develop people who raise their hands.

So practice the A-Z Presentation on the days you are not actually giving the presentation until you get really comfortable. Help move your prospect from a very definite "I'll have to think about this or Let me discuss it with my wife.' To I'm ready to start now.'



When you are not personally Showing the Plan, ask members on your Team if there is someone they would like you to do a 'coffee shop' presentation for or a home event for or teach the Plan to one of your new Rising Stars – the sooner you can teach the plan to a new person – the quicker your Team will Grow.

The same is true for Parties – the sooner your new Recruit can do her own parties and learn how to become great at Hostess Coaching and Booking Parties and closing sales – the faster you will move up the Manager Ladder.

Recruiting is and always will be the foundation of our business.

The key to our success is building a STRONG Distribution Network – our Network is People.

**Tip #6 – Are you a Listener or a Talker?** So many entrepreneurs (and people in direct sales/MLM in particular) are so concerned when there is silence.

Or that they might not know how to answer a question.

Or that a prospect or customer might have an objection.

The REALITY is we need to listen to what our prospect is telling us. Perhaps they have had a good experience – or no experience—or have just heard of our Company or profession .

What we do with the information that we have just Listened to is critical. Especially if we think about how to best serve the person (not ourselves). If we can create a WIN-WIN all the better. But, if we can only create a WIN for them – she will remember us and do business with us in the future . . .

It is better to create a long-term relationship than get a short-term sale.



**Tip #7 – Every Day A NEW Million Dollar Earner is Joining Our Profession – they could be walking right by you . . .** YOU must have a RECRUITER's Mindset – Even when you are in Direct Sales (Party Plan).

If you don't talk to Her, someone else will. This has happened to me!

Make a list of the attributes of the kind of people you want on your Team. When you are aware of WHO you are looking for, the People you want to create relationships with become so much more visible.

How you create those conversations will indeed take practice – but try to keep in mind, it's like talking to a friend – it's not forced. Always look for a common bond – If you wouldn't want this person at your table for dinner, do not invest the time in creating a relationship.

Be sure you are prepared to introduce yourself in a friendly manner. Have your business cards handy with a pen (to add a note to your card or theirs) and a welcoming smile.



I want you to prosper . . . read and re-read the **Top 7 Million \$\$ Recruiting Tips To Explode Your Direct Sales or MLM Business.**

You will find nuggets of wisdom that will be critical to your success when you take ACTION – and ACTION is the Key! Within just 2 to 5 short years, you can be financially FREE.



There may be some people are promising you almost IMMEDIATE results – it sounds too good to be true . . . and ‘when it sounds too good to be true, it really is too good to be true!’

It really is called net’work’ marketing for a reason, it does require work and your building a net’work’ of people and helping them build too.

So let me ask you, are you one of the Super success stories OR one of the sad frustrations who feels like a failure – you can write the story either way!

Did you know, you do not have to be earning a six-figure income to be a success in Network Marketing or Direct Sales!

YES, you heard me correctly. We are successful when we meet our goals – whatever they are. And, **we are successful, when we help someone else meet their goals** – so what does that look like? It could mean having a \$500 party and enrolling one new person on our Team this month!

Or, on the other extreme, it could mean having your first \$10,000 month.

**So, why should you listen to me, Debbie Wysocki?**

Because, I have been where you have been. Initially I struggled to build my business. I struggled because I was inconsistent in my efforts. But, when I made the decision to treat my business like the Million Dollar Business I knew it was, it became not just a million dollar business but a multi-million dollar business – and I replaced a 6 figure income in about two years and became the TOP Female Recruiter and TOP Female Saleswoman for their Flagship Product.

I love the Direct Sales and MLM/Network Marketing Profession because there is no ceiling on our income.





Here are some interesting facts though:

- \* 87% of the people involved in our profession are Women –
- \* 97% of the people in our profession earn tiny checks (less than \$200 per month or no check at all) and
- \* the TOP earners in our profession are Men.
- \* Not only do Men earn the most money, they also teach most of the training!

So, here are a few questions to get you thinking about YOUR business and about some **tiny adjustments** you might want to make to yield **BIG Results** (more money) in your pocket and build yourself a **DYNASTY for a Business!**

Now you may have read other books by self-profession gurus or coaches – I am just hoping they have actually built a successful business in network marketing OR direct sales. Some people feel qualified to coach our profession just because they are a life coach – I believe you should have been successful in this profession before you coach someone else.

Just as you would not want to get advice from a marriage counselor who was divorced, in my opinion, you wouldn't want to get advice about how to build a strong and successful business from someone who has never built her own business – it requires a special kind of person.

**I am an authority on coaching women to attract quality prospects to their Team and teaching them how to put more money in their pocket from their Direct Sales or Network Marketing business while helping them create a message that is unique to their Personal Brand.**

## DEBBIE WYSOCKI BIO



Debbie Wysocki is the founder of *Women with Dreams MLM Academy*, where she Educates, Empowers, & Mentors Women in Direct Sales & Network Marketing to build more profitable and successful businesses with their existing companies.

Debbie is a top producer in the MLM industry having built teams in two different companies totaling over 25,000 members; has been her company's top recruiter and #1 seller of their flagship product. She is also the owner of the brand *Women with Dreams*.

She is a wife, mom to Trent (age 16) and Amanda (age 13). Debbie is a Girl Scout Leader with one of the top selling Cookie Troops in Broward County, a community and church volunteer, a real estate investor, best-selling author, trainer, speaker, business consultant, marketing & branding expert, and former Beverly Hills financial analyst.

Debbie is the author of **BE IRRESISTIBLE: 7 Key Recipes to Building a Quality Team Whether You've Been in Network Marketing 10 Years or 10 Minutes** [www.HowToBeIrresistibleNow.com](http://www.HowToBeIrresistibleNow.com)

She has also co-authored three books: *The Ultimate Success Secret*, with Dan Kennedy and Andrew Cass, a *Juicy Joyful Life* an Amazon Best Seller, and *Wake Up and Live the Life You Love*, co-authored with Wayne Dyer and Anthony Robbins.

**Debbie is passionate about empowering others to become financially free and live a life they love – creating the success they deserve.**

**Her motto is 'How you do anything, is how you do everything!'**

You can contact Debbie directly at 800-576-3767 or [Debbie@WomenWithDreams.com](mailto:Debbie@WomenWithDreams.com)