

Make More **MONEY**

*Lesson no.3: Make more money helping
your team make more money more quickly.*



Residual INCOME

Residual income is when you continue to get paid after the work is done. This includes royalties from books, movies, or songs and also income that comes from real estate or business investments where you don't actually have to be present to earn it. For example, Bill Gates is still making a residual income from Microsoft even though he isn't working there anymore.

IF YOU MASTER THIS PRINCIPLE

THE SKY IS THE LIMIT.

_____ the people who have joined your teams
is the _____ to your _____ to make residual
income.

H them get started at the _____
_____.

Help them figure out where
they _____.

Help them find the _____.

H them overcome their own
_____.



If you do these things, you will quickly realize that you aren't 'doing' anything at all. You're just waking them up to the power that they already have inside.

STEP 1: DETERMINE THE

S _____

P _____

- “How _____ would you say you are?”
- “How many _____ do you have on _____?”
- How many _____ are in your sphere of influence (people who could make a big impact on your business)?
- How much _____ do you have with them?
- Do you know people who know _____ that you would like to know?
- How many people do you know who are interested in _____ streams of income?



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M

G

STEP 2: Determine the _____.

EXERCISE: OMG

Objectives, Measures & Gains

What are your objectives?

Put on your _____ hat - Where do you want to be in 6 months?

How will we measure your _____?

What would we see _____ that tells us that it is working?

What do you stand to gain from all of this?

What's it _____ to you?

Repeat it back to them:

“Ok, Tommy, you want to be making \$500 each week in 6 months from now. Well, in 6 months, just following the comp plan example, you would need to have \$2,500 in matched CV, which would make you \$350 in two-team pay. A nice goal for the 2 people you personally sponsor would be to have them making a combined total of \$400 in two team pay so your match would be \$200. Just from that you would be making \$550. You might even have some additional 10% bonuses from your generations. So, Tommy if we stop right there, in 6 months, if you were making \$500 a week in residual income, what would that worth to you? Am I missing anything?”



HOW DO WE
GET THERE?

Step 3: Determine the _____.

Ask good _____ to get to the best path

Your job is to _____ them coming up with the _____ to the _____.

SO, ask for their advice:

“How would you suggest we go from A to B?”

Work with them on a timeline

Draw a timeline left to right

“What do you think we need to do to go from A to B?”

Let them populate it. They will have ____ ideas

As they go blank etc, prompt them with “What else could we do?”

- “Why do you think that might _____?”

- “What other _____ have we got?”

People have the _____ to come up with their ___ answers.

There’s 2 reasons for helping them _____ their _____.

- With all due respect you have no idea what’s best for them.

- They are far more likely to _____ with it if they feel they were part of _____ it.

People are EXTREMELY attached to things they have come up with.

Step 4 : Get ready for _____ that might get in the ____.

THE OBSTACLES QUESTION...

YOU SAY: “All of this looks so straightforward, we need to make sure that we’re aware of things that might get in the way?”

YOU ASK: “Why might this ____ work?”

- It sounds like a _____ question, but if you don’t ____, and they aren’t _____ for it, they will get stuck when the thing that gets in the way shows up.

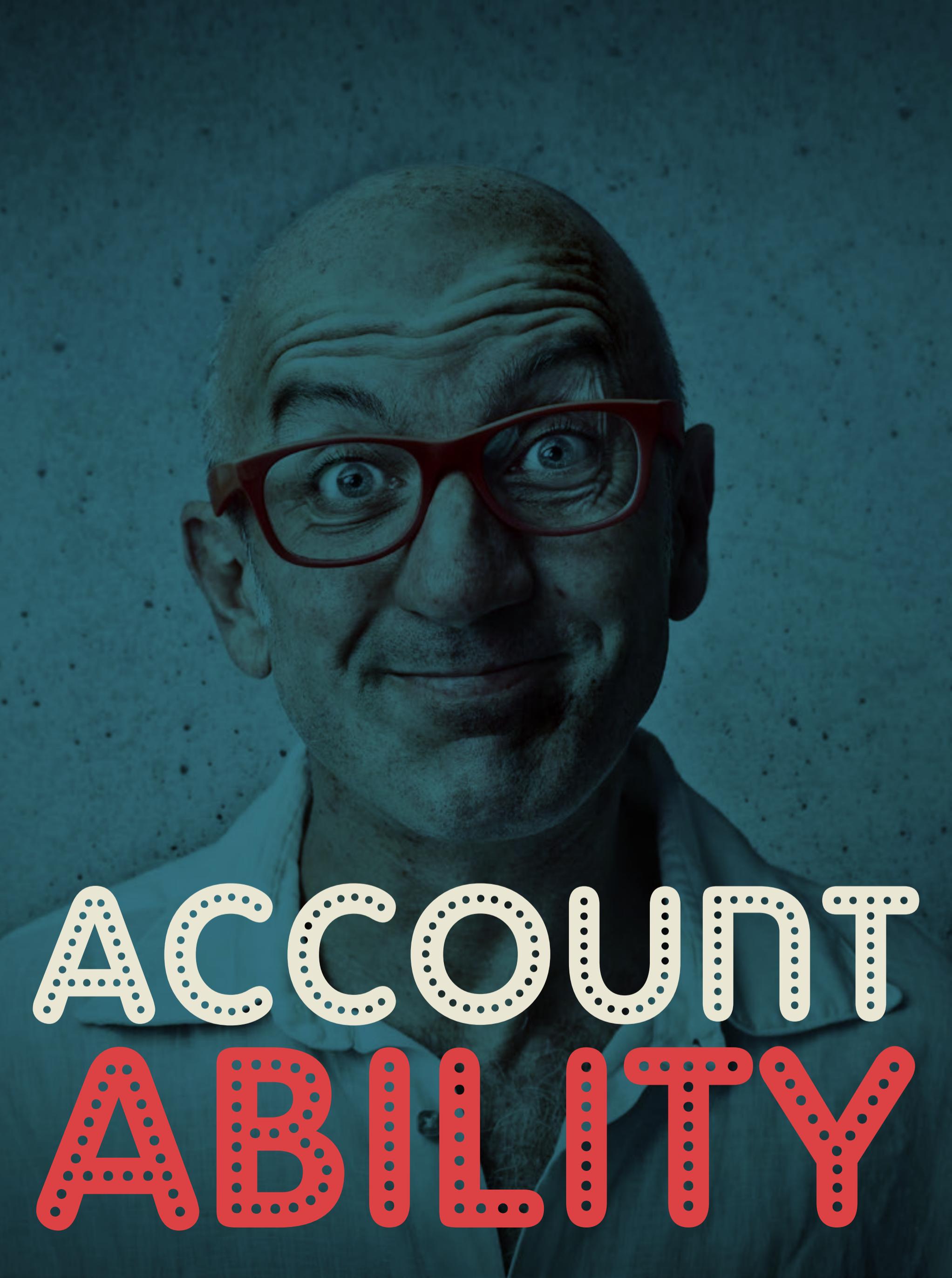
THIS obstacles question is critical.

- At some point, something ____ go _____.

There are 2 types of obstacles

An obstacle that you could have _____ happening ...and something completely unexpected.

- Most obstacles are foreseeable
- “What might ____ in the ____?”



ACCOUNT

ABILITY

THE MECHANICS OF GREAT

ACCOUNTABILITY

*The value of your sessions is what _____
when you're not _____.*

Make sure your sessions are _____.

How often should you talk with them?

- I don't know.
- Probably more often in the beginning.

What's it going to take to get things moving and get some _____?

Determine 3 things you agree are _____.

We are going to look at these 3 things and end with 1 _____.

- Do your prospects _____ more than you do?
- Are you focusing on the _____ to them in your conversations?
- Do both you and your prospects enjoy your _____?

YOU SAY: "What would you _____ you work on first?"

THEY SAY: "Next time I am going to..."

Every session MUST end with you agreeing on what the _____
are.

Remind them what they agreed they would do.

- Hold them _____.
- If they do it, praise them and have a discussion about what to do next.
- If they don't do it, give them a couple of _____:
- "Hey Tommy, would you like to give it another shot tomorrow, or do you need some time to sort things out and give me a call when you're ready to go? I don't mind."

