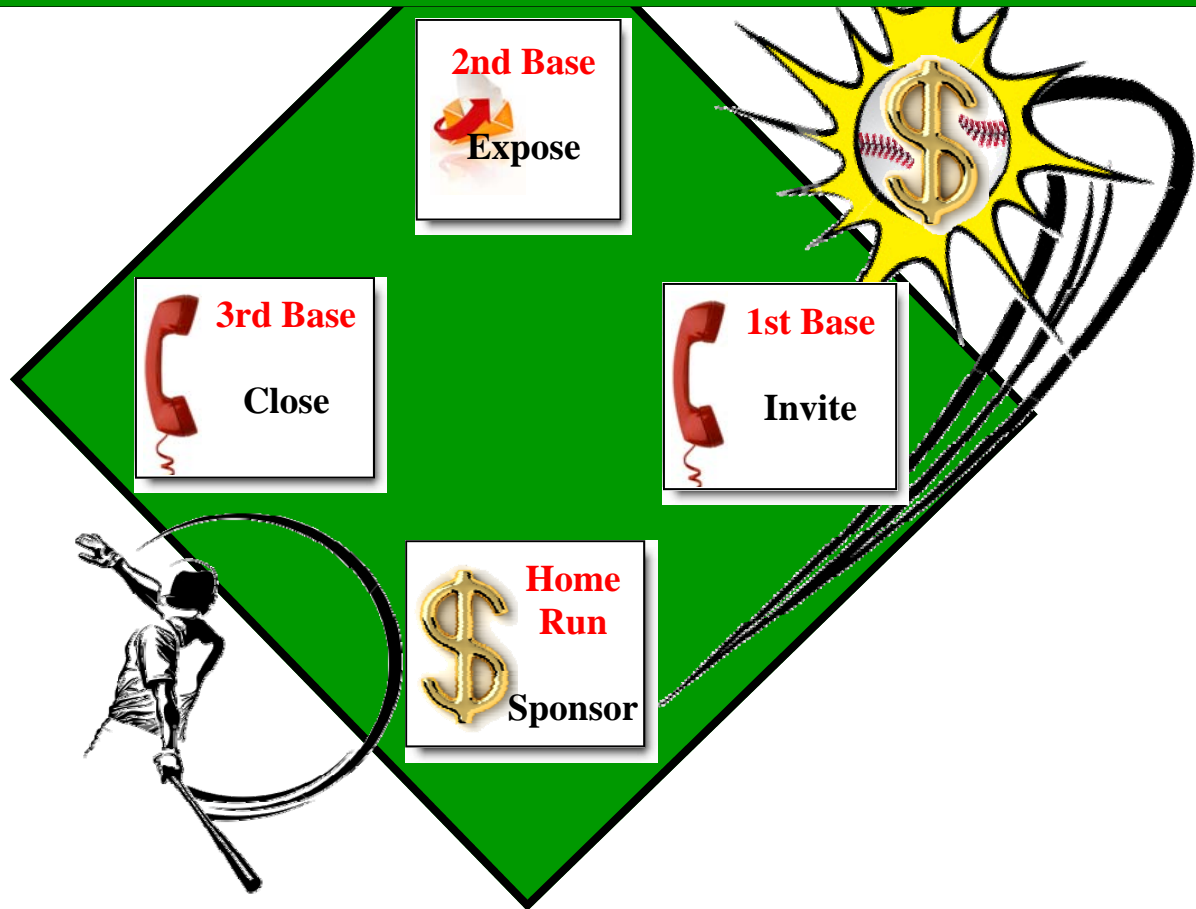


Playing Baseball in Network Marketing

"How to Hit Homeruns With Your Prospects"



The Bases By the Numbers

Let's "Play Ball!"

1st Base - Invite: Invite your prospect to look at your opportunity. If they are open, send them to 2nd Base

2nd Base - Expose: Send the prospect thru your system. Let the system do all the work of telling and selling. Once thru the system, follow up and invite to 3rd Base.

3rd Base - Close: Bring your prospect to a 3 Way Call with your upline team member or your team's 3rd Party Validation Call.

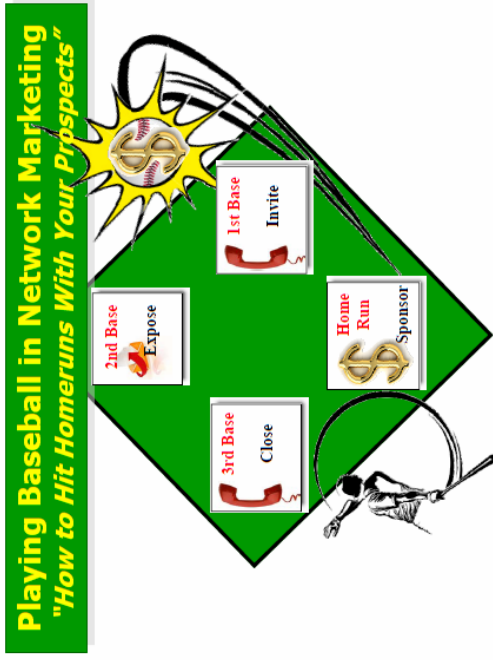
Home Run: Joins your Team (business)! You Scored!!! Now teach them how to... *"Play Ball!"* Remember, it's not what works that counts, it's what duplicates!

My Business Scoreboard (I Never Lie)

Name	Goal Per Week	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Totals
Date									
1st Base # Invites									
2nd Base # Exposures									
3rd Base # Closes (3 Ways)									
Home Runs # Sponsored									
Time on Business									

When Progress is Measured, Progress Improves. When Progress is Measured and Reported, Progress Improves Dramatically!

Annotates Key Business Indicators



Monday	Tuesday	Wednesday	Thursday	Friday
9:00 PM Eastern SponsorDaddy Live Showcase <i>Live Webinar Event</i> www.sdmonday.com	8:00 PM Eastern 712-432-3100 Passcode:742029	8:00 PM Eastern 712-432-3100 Passcode:742029	1:00 PM Eastern SponsorDaddy Live Showcase <i>Live Webinar Event</i> www.sdtuesday.com	2:00 PM Eastern 3rd Party Call (Webinar Format) www.3bthursday.com 8:00 PM Eastern 712-432-3100 Passcode:742029

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Game Tips

Playing Tip #1: **Follow The Rules**

Success in your Network Marketing business is no secret. Regardless of the product or service you represent, the process is the same. Your "game plan" is to get people into your system, following a consistent and duplicatable process.

Playing Tip #2: **1st Things First**

Just like in the game of baseball when you get a hit, you don't run directly to 3rd Base before running to 1st and 2nd do you? No—there is a set path to success in place to score. So it is with your business. It is very important to "run the bases" in sequence every time and teach your new players to play the same way.

Playing Tip #3: **1st Base**

This is where it all starts. If you don't **INVITE** anyone to review your incredible business opportunity, how can you score? The more you **INVITE**, the more you score, the more money you make ! So, if your business is not growing fast enough, simply invite more people to look at it.

Playing Tip #4: **2nd Base**

Here is where having a marketing system is sooooo powerful. It does this part for you and will sift, sort, and let you know who the real players are. Its job is to **EXPOSE** your message 24/7 for you. All you have to do is take your prospect that wants to learn more, enter them into your system and let it **EXPOSE** them to your powerful opportunity. Then coach them (qualified prospect) to 3rd base.

Playing Tip #5: **3rd Base**

This is a very important step. Here is where we can teach your prospect how you (and them when they join) work as a team. How, simply 3-Way them into a conversation with your coach (sponsor) answer any questions they may have and **CLOSE** them into your business. In the case of SponsorDaddy, simply invite and bring (3 Way) to our 3rd Party Validation Call. **Important—don't bring them to 3rd base until they have been through 1st and 2nd.**

Monday	Tuesday	Wednesday	Thursday	Friday
	8:00 PM Eastern 712-432-3100 Passcode:742029	8:00 PM Eastern 712-432-3100 Passcode:742029	2:00 PM Eastern (Webinar Format) www.3bthursday.com 8:00 PM Eastern 712-432-3100 Passcode:742029	

Playing Tip #6: **Home Runs**

Congratulations! You Scored!! Now, want to score (SPONSOR) some more? Simply repeat the process persistently and consistently and you will!

Playing Tip #7: **Keep Score**

Using a scoreboard to track your business results is critical to you and your teams success. You will easily identify why you are succeeding or not growing based upon this one simple piece of paper. Print it out each week, set your goals and take all out action to achieve them. Share your scoreboard with your coach each week to review and refine your game so you keep scoring. **Remember, the Scoreboard Never Lies!**

Playing Tip #8: **Teach the System**

This business is not hard. You simply have to follow the system and teach your new team members to do the same. Remember, its not what works that counts, its what duplicates and scores!