



Setting Families Free, One Family at a time.

8 Step Blueprint For a Successful Business Networking Opportunity

Step1. Spend time thinking about and discussing with loved ones, a passionate reason Why you want something “Else” in life, that somewhat seems impossible doing what you’re currently doing. Write this goal down or take a photo of it and stick it to 3 prominent places where you will see it.

Step2. Commit to some time that you can manage that aligns with the business Goal you have set. Note – your Upline will help you with this. This is similar to committing to “training nights” for a sport.

Step3. Make a list of all the people you know without judging or thinking who will or won’t be involved with you. Utilise Facebook, Instagram (if you have them) and your mobile phone contacts list to compile a list on Paper. Must write these down.

Step4. Contact people on your list via phone or text message. Scripts are available, but be professional and honest. Remember that we are offering an awesome opportunity which changes lives. Please seek help from your sponsor or upline leader.

For this step to be successful, success loves speed, so send out 10-20 messages at a time. Again, talk to an upline team member who has used this process to get advice.

Step5. Book an appointment and have a relaxed but professional meet up with the prospect. This is very important to follow these steps.

1. Show the plan (STP) using the Skehanteam Presentation.
2. Ask these 7 questions at the completion:
 - Do you have any questions about what I’ve just showed you?
 - What do you like the best about what I’ve just showed you?
 - On a scale of 1-10, (One being no interest and Ten being a certainty to doing something) where would you say that you are on the scale?
 - If you did decide to do something with this opportunity and be part of the team, about how much would you need to earn per month to make it worth your time?
 - How many hours realistically, per week, would you be willing to commit to developing that \$XX.. amount per month.
 - How many months would you be willing to commit those hours.
 - And lastly – If I, along with our Team, help you set this business up so that you can achieve this amount in the 6 months- would you be ready to get started?
 - If “Yes” – proceed with step3, if No, thank them and move onto next Prospect, but first ask if they would like to try some awesome products and potentially be a customer..?
3. Register with Amway corporation.
4. Give a free sample product to try until theirs arrives in the mail.
5. Register with Skehanteam website.
6. Add to closed Facebook group, and show them the videos for research.
7. Add to Pursuit Radio and text an audio to get started.
8. Text the Follow up Video.
9. Email “Business of 21st Century” book.
10. Promote Functions, BDS, Info sessions, Upline, Skehanteam and facebook pages.
11. Let prospect take this Blueprint with them.



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Step 6: Follow up with Prospects..!!

Ensure that you get back to the person that you shared the idea with from 24-48hrs..!!

In the Follow-up meeting, you essentially want them to commit to registering and following this Blueprint for success. Points 3-9 on Step 5 above.

Step 7. Always counsel, promote and Liaise with Upline on a regular basis. Commit to the mentorship program that includes listening to regular audios, Reading and as mentioned before, Counsel with Upline Platinum.

Step 8. Rotate this plan with special emphasis on the speed at which all this is done, just the same as ripping a band aid off fast, as opposed to slowly. Its less painful doing it quicker. Counsel with Upline to discuss the best way to do this.

My Commitment Statement To You Is:

My commitment to you to help you get started on the road to achieving your goals are:

- **Initially, I will equal the time you spend in your business, ie. I will spend equal amount of time in your business as you do.. for you at no cost!**
- **I will have all forms of Communication open for you to utilise and so guarantee, that you can feel comfortable calling me to ask any question that will help you achieve your goals during this starting period.**
- **I will be ethical, honest and encouraging to you.**
- **I will help teach this Blueprint to success and mentor you where required.**
- **I will ensure you feel welcome and part of the Skehan Team.**

Note: Whilst all points are important, If **Step 1** doesn't happen, then nothing will happen, but **I can guarantee** that I will help where and whenever is possible.