FOUNDATIONS
OF DUPLICATION

RADICAL
DUPLICATION

RADICAL DUPLICATION

PROSPECTING TOOLS

A NEW RECRUIT SIGNS UP

TELL

How do you tell your new recruits to find prospects? Do you have it written out in an email?

- Target Facebook?
- Talk to your friends and family?
- Never eat alone?

SHOW

How do you show your new recruits to approach a prospect? Do you have it recorded on video?

TRY

Do you observe your new recruit during their first prospecting trip?

DO

Do you have your new recruit keep statistics on their recruiting efforts?

- What percent of prospects eventually sign up?
- Do you have statistical data ready for new team members?

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INVITING TOOLS

TELL

What do you tell your recruits to say to a prospect? Are these scripts written out and ready to email?

- Do you email scripts on Day 1?
- Do you assign your new recruit a mentor?

SHOW

Do you have an ideal invitation recorded on video?

TRY

Do you go with your recruit when they attempt to offer their first invitation?

DO

How does your recruit share their results with you and the rest of your team?

- Do you have a team Facebook Page?
- Do you have weekly meetings?

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PRESENTATION TOOLS

TELL

How do you turn your new recruits into professional presenters?

- Do you have suggested training?
- Do you have a book list?

SHOW

How do you show your new recruit what an ideal presentation looks like? Do you have it on video?

- Do you let your new recruits observe you giving a presentation?

TRY

How does a recruit practice a presentation before they are in front of 10 new prospects? Do you use Facebook Live inside a private group?

- Do you have practice presentations with your team or on your private Facebook Group?

DO

How do you know when one of your recruits is excelling or struggling with presenting? Do they report statistics back to you at the end of the month?

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FOLLOW-UP TOOLS

TELL

How do you tell your recruits to follow up?

- Email?
- Phone?
- Facebook?

SHOW

How do you train your new recruits to follow up? Do you have emails ready for them?

TRY

Can a recruit send you an email before they send it to a prospect to get feedback? Do you have a process for that?

DO

Who is your best at following up? Is their business growing faster than the rest of your team? How do you give the recognition within your team?

- Do you have a process to give credit where it is due?
- How do you spoil your recruits that are doing better than average?

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INSPIRATION TOOLS

TELL

How do you tell your recruits to stay inspired?

- Do you broadcast special events to your team?
- Is there an easy way for your team to share success?

SHOW

Do you show your recruits how to handle objections and setbacks? Do you have these types of stories available to your team?

- Do you have scripts on how to handle objections?
- Do you have practice sessions with your team?

TRY

What events do you make mandatory for your team?

DO

After an event, do you gather your team to share what you and others have learned? Do you post on Facebook?

- How does your team share knowledge and inspiration?

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