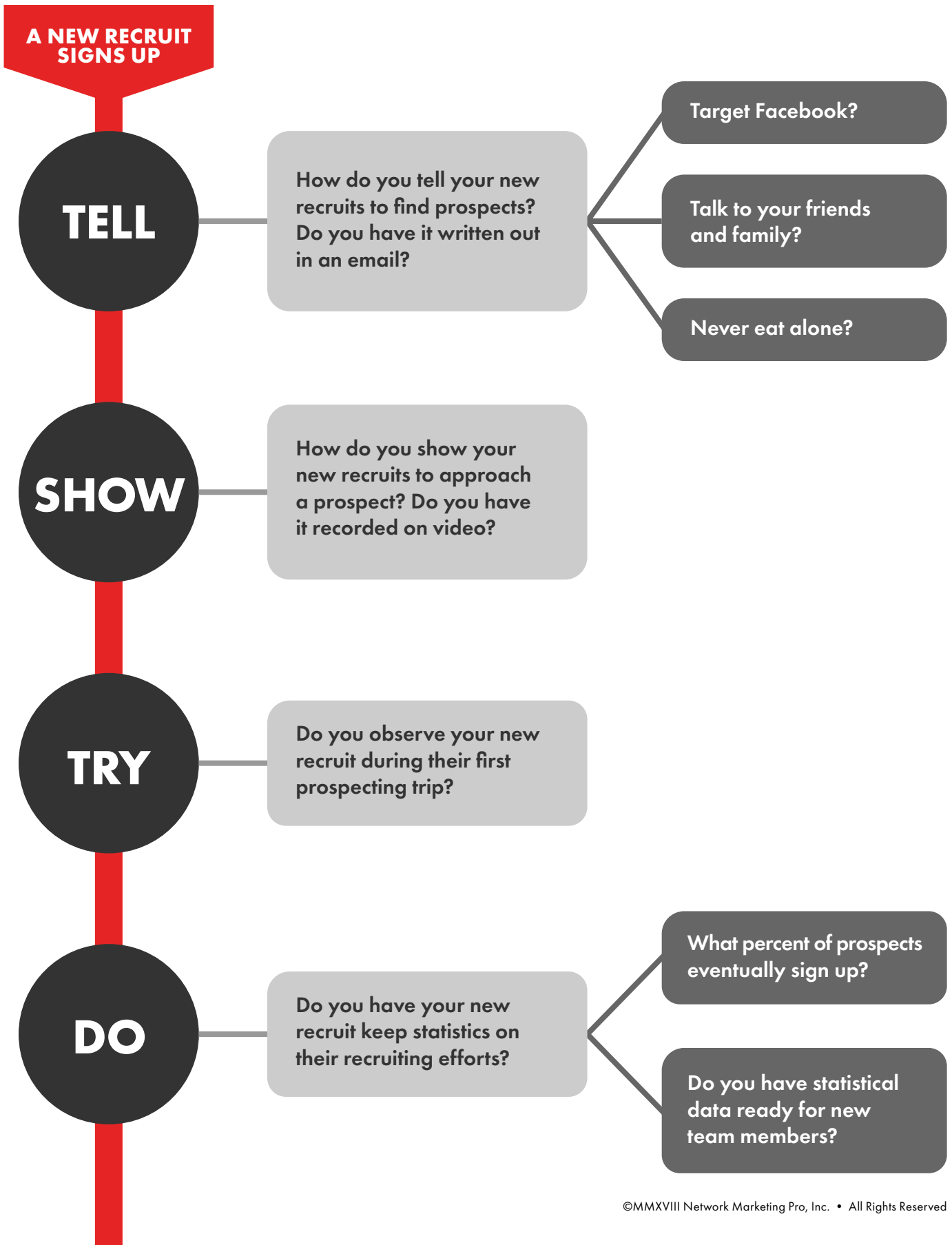


FOUNDATIONS OF DUPLICATION

RADICAL.
DUPLICATION
DUPLICATION



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?

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?

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?

