

# HOW TO SPONSOR PEOPLE INTO YOUR BUSINESS

BUILDING A HUGE TEAM AUTOMATICALLY

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Starting out in network marketing can be a very challenging uphill affair. And it also demands that you learn a host of new skills that might seem pretty tough for you at the start.

And then to add fire to an already hot saucepan, you are told that the best way to get prospects and leads into your business is via the whole cold and warm lists. You know that whole feeling you get when you look at your phone and you realise that no matter which way you play it, you seem to be running out of new people to speak to and the old people did not want to hear from you anyway.

And then you get even more petrified because how on earth are you going to find new people to speak to?

I mean even your friends are fed up of hearing from you and now you have to find more people to shun you!

YIKES!

What do you now do?

You had hopes of changing the life of your family, you were going to go on all those winner trips all over the world, you were going to win the car and start making a passive income and hit the next income level within 90 days and at the moment, you are thinking of quitting?!!

How disappointing!

What are your options? Your upline does not seem to helping much at this point and you feel alone.

Before you take any drastic action, can I talk you through a strategy that will make all the difference to you if you apply and implement consistently?

Can I show you how to avoid all the cold lists and warm lists that most people would have you do when you start in the business?

Can I show you a not-that-new way of doing things but for some reason, people choose to ignore it over and over again or they buy leads who seem to have forgotten that they ever asked for any information and you know you are dreading using the phone.

Understand that you are not alone in this...

Everyone starts off this way unless you are a salesperson-wonder who wakes up each morning ready to sell, sell, sell and if you are anything like me, that is so not your thing.

You would rather not have to feel like you are forcing people into your business, after all, you are going to have to work with them for the long haul.

There is another way - A more automated way where you can speak to people who remember that they wanted to hear from you.

STEP 1 - IT ALL BEGINS WITH YOU

Who are you?

What do you stand for?

What do you stand against?

And how bold are you about putting it out there?

A lot of the people I meet in network marketing, in fact, some of my clients started out feeling weak, uncertain, unsure of themselves and they hid from the world.

Needless to say, that was not attractive in the least. By default, you have to own who you are if you want to attract others who are like you , determined and driven to succeed at this network marketing business

People will follow a leader, more easily than someone who shows up weakly and this is completely a case of mindset.

You have to take personal responsibility for getting your head in the right place about your business, about your products and about your ability to lead your team.

This is ESSENTIAL!

How?

Gain the skills you need by reading books, work with coaches, attend company trainings and hang around the right people.

**STEP 2 - IT IS ALL ABOUT THE MARKETING**

You need a system that allows you to stay in touch with people because most of the prospects you meet will not be ready to work with you immediately but given enough time, they just may be ready.

However, what system do you have in place currently for generating and staying in touch with leads?

Nothing, by any chance?

Are you still thinking and procrastinating about it?

Or do you just not know what to do?

Let me tell you the system that has seen all the clients who implemented it, succeed.

Understand right now, that you need a pipeline of prospects in order to have a successful network marketing business.

1. We get very clear on why people will buy into the opportunity. Some will do it because of some benefit your product provides, others will join for the perceived financial freedom they will get within 90 days.

Think back for a second - What made you join your company? - Write it down.

2. Now that you know what they want - Create something useful to them so they will be willing to exchange their email address in return for the gift.

Provide value and receive what you want - Their contact details.

This report you are reading is an example of value.

Can you put together 5 tips that will help your people? In the form of a report or a video or an audio? (All recorded on your smartphone so not too hard to do.)

I think so.

3. Have a way of capturing the leads.

Use an application like Leadpages and Aweber to create a landing page which simply tells them about the lead magnet created in the last step and asks them to leave their email address in return. Link Leadpages to Aweber so that as soon as someone enters their detail, they get sent an email telling them where to get the lead magnet from or sending it directly in that first email.

4. Stay in touch with the people on the list. Offer them something low cost to buy immediately in a few of your initial emails to them.

Network marketing does need sales of the retail products as well.

Provide information that will be useful to the people on your list -  
Again using <http://RosemaryNonnyKnight.com/aweber> to automatically set it up.

Make different products for different people so that you can market to each person according to their desires.

It they want to work from home, provide informative emails about that. The idea here is to stay in touch with them, build relationship by offering value and settin gyourself as the leader who will help them get great results.

5 - The final part is to more of the same - continuously offer something for sale and also offer them the business opportunity.

It takes quite a few touches to convert someone from prospect to buyer so be patient, be committed and make stuff happen. Keep making the offer for them to join your team and ask them to hit reply to arrange a brief call and when they enquire, book it in and do your sales presentation.

To find out more about how I can help you implement this system that works every single time to convert leads into team members with minimal input from you, send me an email  
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