

WHAT NOT TO DO WHEN YOU FIRST START

This is just a quick coaching note. I have talked with many new associates and recognize what they are doing that is causing them to not get the best results.

So many people get started in PPL and with genuine excitement and intentions...they start "talking to people about PPL." DON'T DO THIS!!!!!!!!!! Talking to people about PPL doesn't get them to sign up. PRESENTATIONS DO!!!!!!!!!!

You have to first GET EXCITED!!!!!! Now contact people ONLY with the intent of getting an appointment to bring them to a meeting in your home or at a local hotel seminar or to SIT DOWN with your up line expert for a flipbook presentation at a public place like Starbucks. You can meet with a prospect and show the PBR DVD or flip the flip chart only. For those prospects who live far away or who refuse to meet in person...have them listen on a 3-way call with you (either the 5 minute sizzle call at 919-786-3600 or the new 15 minute PPL presentation at 800-605-0293). After the 3-way call get them on the phone with an executive or workout partner to answer any questions, help close the prospect and sign them up. If you are serious about building fast, you can get 20 people in one day to hear a call!!!!!!

Again, mentioning PPL to people NEVER works. Handing them business cards or brochures does not work either. As Dave Savula, PPL's #1 Monday Earner, teaches: "Meetings Make Money." So who can you meet with today or tomorrow? Who can you sit down and show PPL, invite to a PBR, invite to receive further information at a business briefing or luncheon, or visit your personal PPL website with instructions on HOW TO VIEW THE IDT & PPL MOVIES? DO NOT DO A 60 SECOND ON THE FLY PRESENTATION AND EXPECT RESULTS!!!!!!

CALL ME AND LET US HELP YOU LAUNCH YOUR PPL BUSINESS!!!!!!

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