Eric Worre – How to Recruit 20 People in 30 Days

What will we be covering:

- Why you need to focus on this strategy
- What it will be worth to you in the long run
- How to do it

Attributes of million dollar earners
After interviewing dozens of million dollar per year earners, Eric found that their success had a common theme:

A burst of activity in a short period of time

90 Day game plan

Six figure earners did it once per year
Seven figure earners did it multiple times per year

Common denominator with everyone, including Eric.

Inside the 90 Day Game Plan there was a magic #: 20

Myths of Network Marketing

- Slow and steady wins the race **(NOT)**
  - a. Tortoise/hare
  - b. Plane taking off
  - c. Crossing the street
- Just don’t quit **(NOT)**
  - a. Must learn skills
  - b. Must take action continually

Recruit 20
What would it be worth to you in your business, if you could recruit 20 new distributors in a 30 day period of time.

1. Upfront commissions: 20x100 = $2,000
2. Any other bonuses:
3. How much will you estimate you will make in the next 12 months: 20 x 100 x 12 = $24,000
4. What will the lifetime income be: 24 years x $24,000 = $576,000
5. Will you “rank advance”? $ 
6. Being an Example: $ 
7. Reputation/prestige: $ 
8. What will it be worth: Total: $

**Success Loves Speed**

**20 Recruits in 30 days**

1. 12 will do something
2. 8 within 90 days will LOOK like they are leaders
3. 4 within 12 months will remain and provide 90% of your income
4. 1 will be doing more than half of your volume
5. 2 major leaders will remain after 5 years.

**20 recruits in 20 months**

1. 8 will do something
2. 4 within 90 days will LOOK like they are leaders
3. 1 within 12 months will remain and provide 90% of your income
4. 0 will be doing more than half of your volume

**What’s your story?**

1. Lead in for all calls
2. Must be excited about it.

**Pick your 30 day window**

1. Creates action to meet the deadline
2. 

**Preparation before your 30 day campaign**

1. What is your level of commitment?
2. Clear your calendar
3. Sacrifice (30 days...)
   a. Negotiate with your family
   b. Eliminate all distractions
   c. Existing group
   d. Fresh List of prospects
   e. Sharpen your inviting skills

**The math (goal)**

1. How many people join? Typically 2 out of 10 (3 – 4 goal) (success loves speed)
2. How many presentations do you need to do to get 20 in 30 days? 100 (60-70)
3. How many appointments do you need to make to get 100? 125 (90)
4. How many calls do you need to make to set up 125 presentations? 300 (150)
5. How big does your list have to be to make 300 ACTUAL calls? 500 (300)

**How to map it out**

1. First 10 days
   a. Contacting, inviting, presenting
   b. 100% of your effort
      i. Full time: 16 hours/day
      ii. Part time: 8 hours/day week, 16/day on weekend
         1. Drive time:
         2. Break time:
         3. Lunch time:
         4. Evenings:
         5. Weekends:
      iii. Make friends with your phone
   c. Have your tools
   d. 1 on 1
   e. 2 on 1
   f. Skype calls
   g. Conference calls
   h. Blitz days
      i. Group efforts
      ii.
      i. Live events
      j.
2. Second 10 days
   a. Follow-up
      i. 3-way calls
      ii. Other exposures
      iii. Q&A, objections
      iv.
3. Third 10 days
   a. Closing, helping people get started
      i. Stories and questions are key to help folks make a decision

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I hope you enjoyed my notes from Eric Worre’s "How to Recruit 20 People in 30 Days"

Click Here to review a GREAT way to put this into ACTION to get to the $100K/year level FASTER than you ever imagined.