Jenna Zwagil

10 STEPS TO RECRUITING MASTERY

WHY DO WE NEED TO LEARN RECRUITING?

STANDARD SUCCESS TRAJECTORY

GET GOOD GRADES

COLLEGE

GET JOB

RETIRE

TIME/MONEY FREEDOM

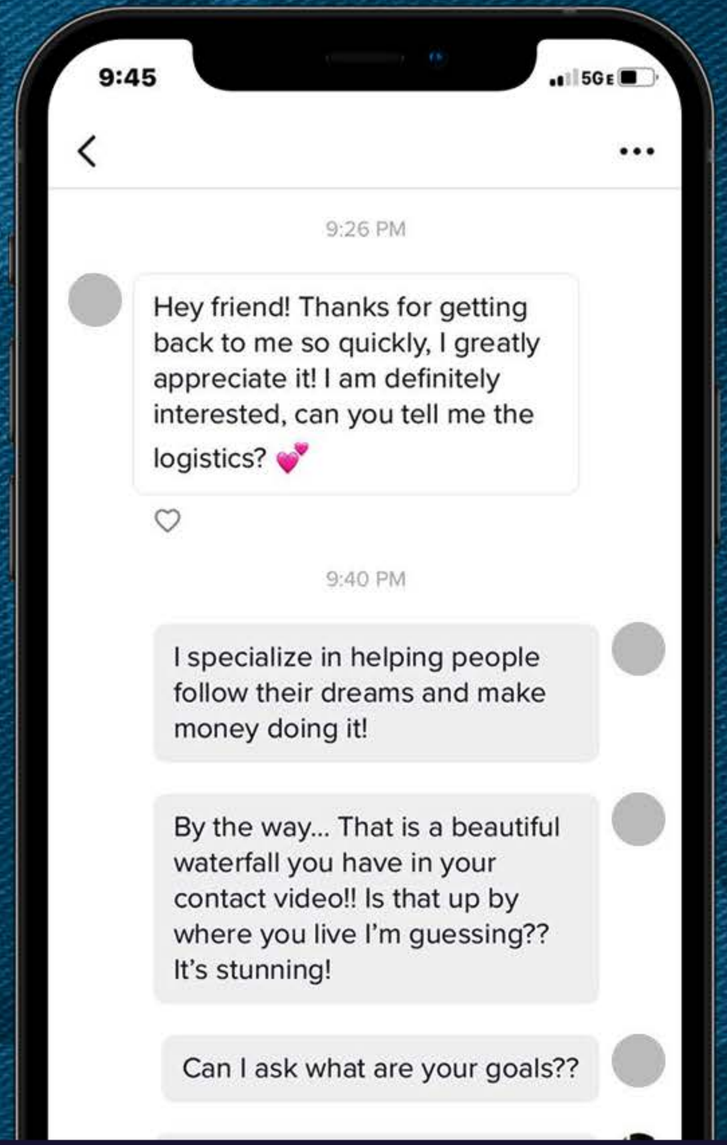
1 BREAK THE ICE

🤝

FIND SOMETHING IN COMMON

💚

COMPLIMENT THEM



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USE FORM TO FACT FIND ABOUT THEIR LIFE

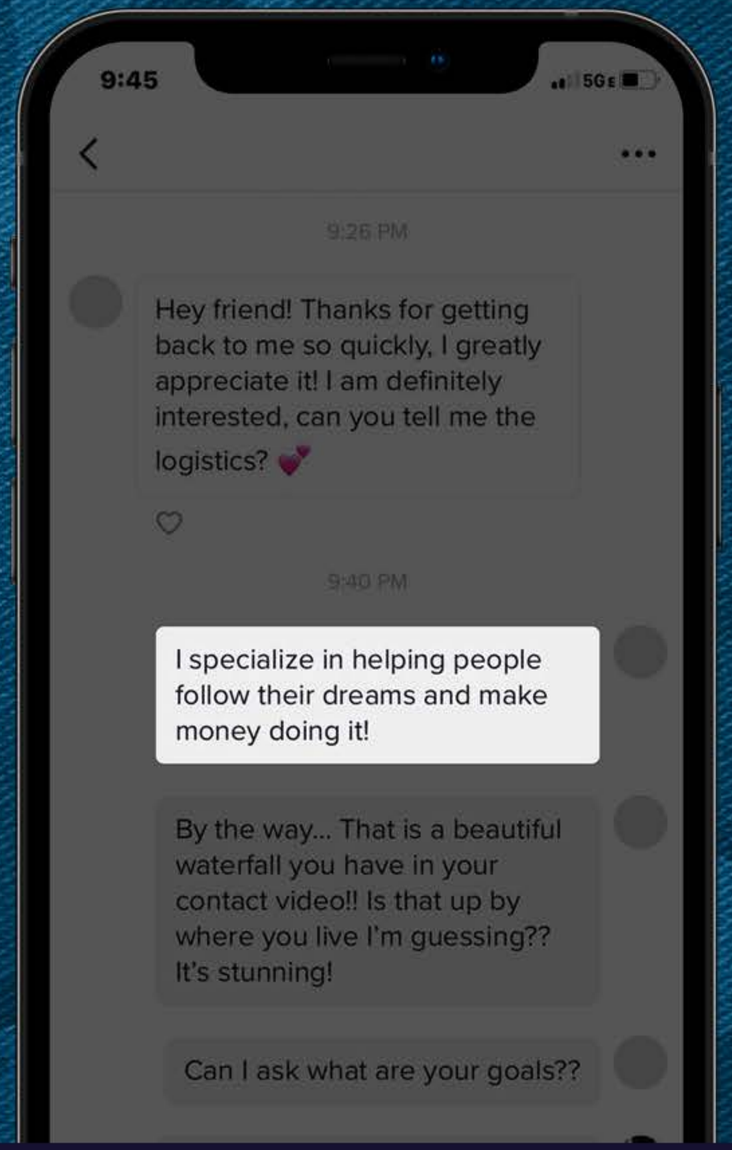
F	O	R	M
Family / From	Occupation	Recreation	Motivation / Mission

3 USE YOUR OCCUPATION PHRASE 💰

THIS IS YOUR ANSWER TO WHEN THEY ASK YOU WHAT YOU DO FOR A LIVING

1. "I specialize in helping people earn extra income from home..."
2. "I recently partnered with a half a billion dollar company that specializes in helping people create time freedom in their lives."
3. "I specialize in helping stay at home moms earn a paycheck. "

WAIT FOR RESPONSE



THEIR RESPONSE

POSITIVE RESPONSE

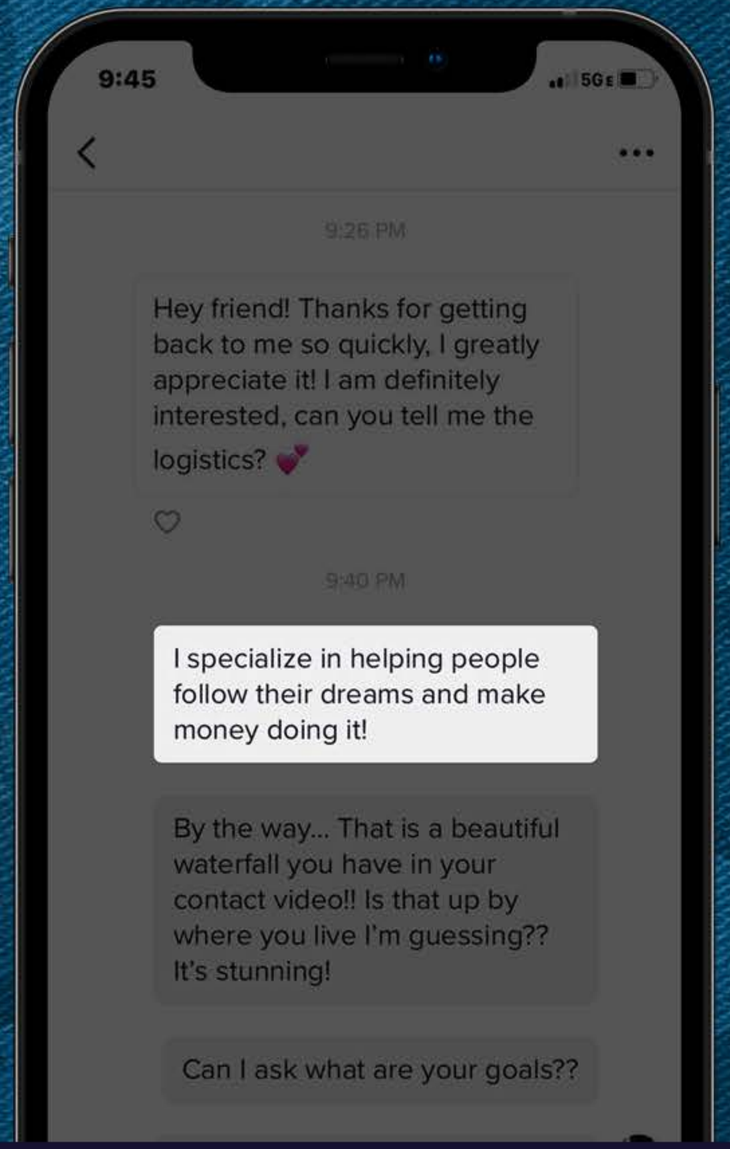
"Wow that sounds super interesting. I'd love to learn more about what you do."

(MOVE TO NEXT STEP, ASK THE QUESTION.)

NEGATIVE RESPONSE

"Is this one of those pyramid things? Is this MLM?"

(GO TO 'HANDLE THE OBJECTION, THEN GO TO ASK THE QUESTION')



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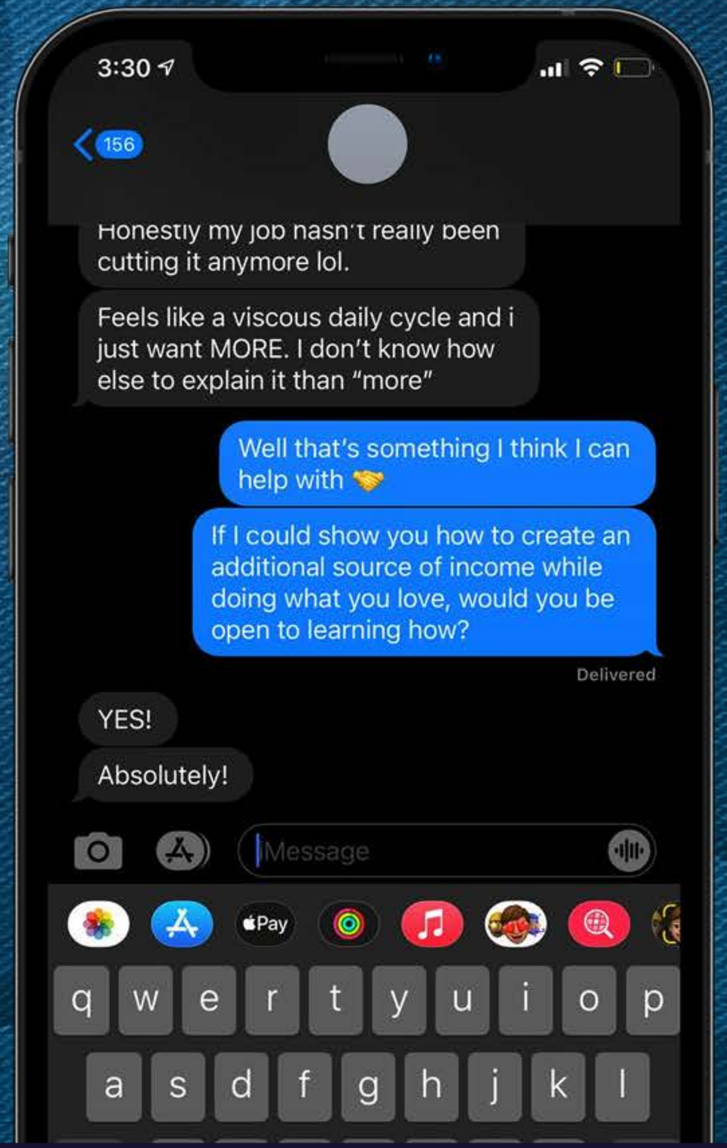
ASK THE QUESTION 🙋🏼‍♀️

1 "If I could show you how to create an additional source of income while doing what you love, would you be open to learning how?"

2 "Do you keep your options open when it comes to achieving your goals?"



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HANDLE OBJECTIONS

FEEL, FELT, FOUND

1

I understand how you **feel**

2

When I made the decision to start my own business I **felt** the same way.

3

What I **found** was that was the exact reason why I needed to do this.

5 HANDLE OBJECTIONS

OBJECTION 1: *'WHAT'S THE FINANCIAL OBLIGATION?'*

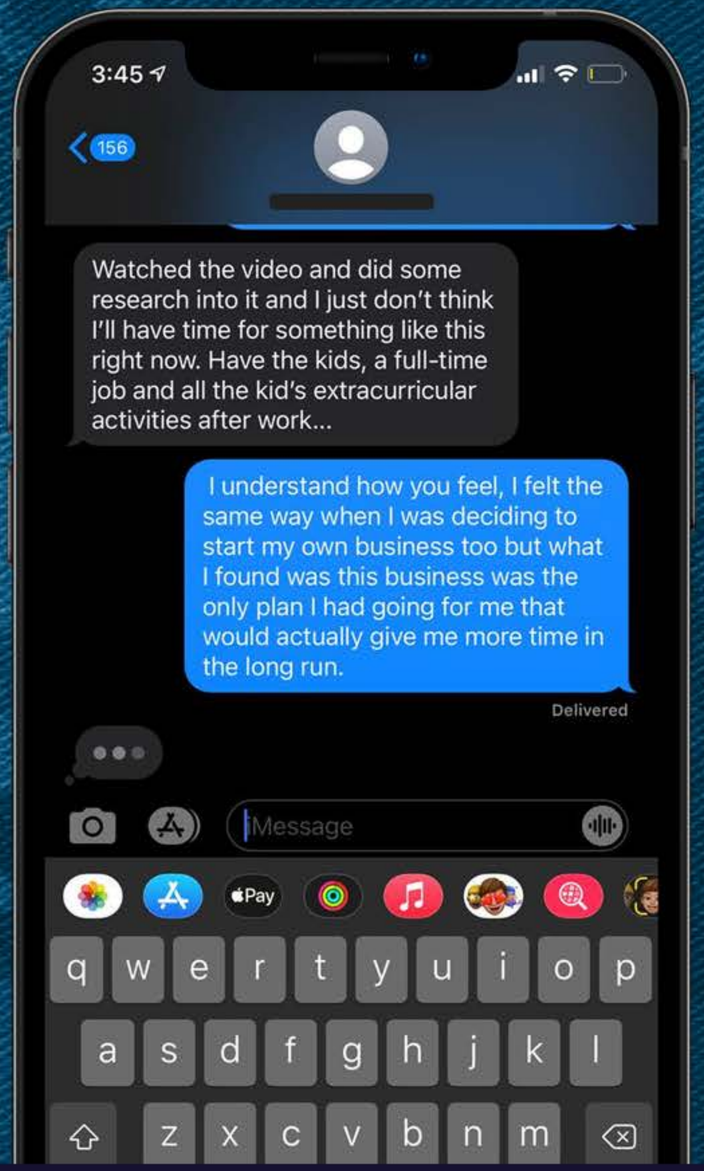
RESPONSE:

It depends on what your goals are. There are ways to maximize our compensation plan and also an option to work your way up. All of this is covered in the online tour. Would you like access to it now or after we hop on the phone?

OBJECTION 2: *'I DON'T HAVE THE TIME'*

RESPONSE:

"I understand how you feel, I felt the same way when I was deciding to start my own business too but what I found was this business was the only plan I had going for me that would actually give me more time in the long run."



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HANDLE OBJECTIONS

OBJECTION 3: *'SHOW ME PROOF OF YOUR SUCCESS, HOW MUCH HAVE YOU MADE?'*

RESPONSE:

I just started working with this company and am being mentored by Jenna (or your upline) who is the top female income earner in this industry. She has helped create several millionaires. (Use your upline's story).

She is very selective with who she works with but if you are serious about starting your own business / earning extra income and want to learn from the best, I am sure she would help you too. When are you available for a quick chat?

If they agree - Ask Jenna (or your upline) for a 3 way chat or phone call.

Jenna (Upline) will give you a few times that work for them.

5 HANDLE OBJECTIONS

OBJECTION 4: *'IS THIS MLM?'*

RESPONSE: Yes! I wouldn't touch it if it wasn't.

OBJECTION 5: *'IS THIS A PYRAMID SCHEME?'*

RESPONSE: "No, those are illegal."

THEY MAY SAY

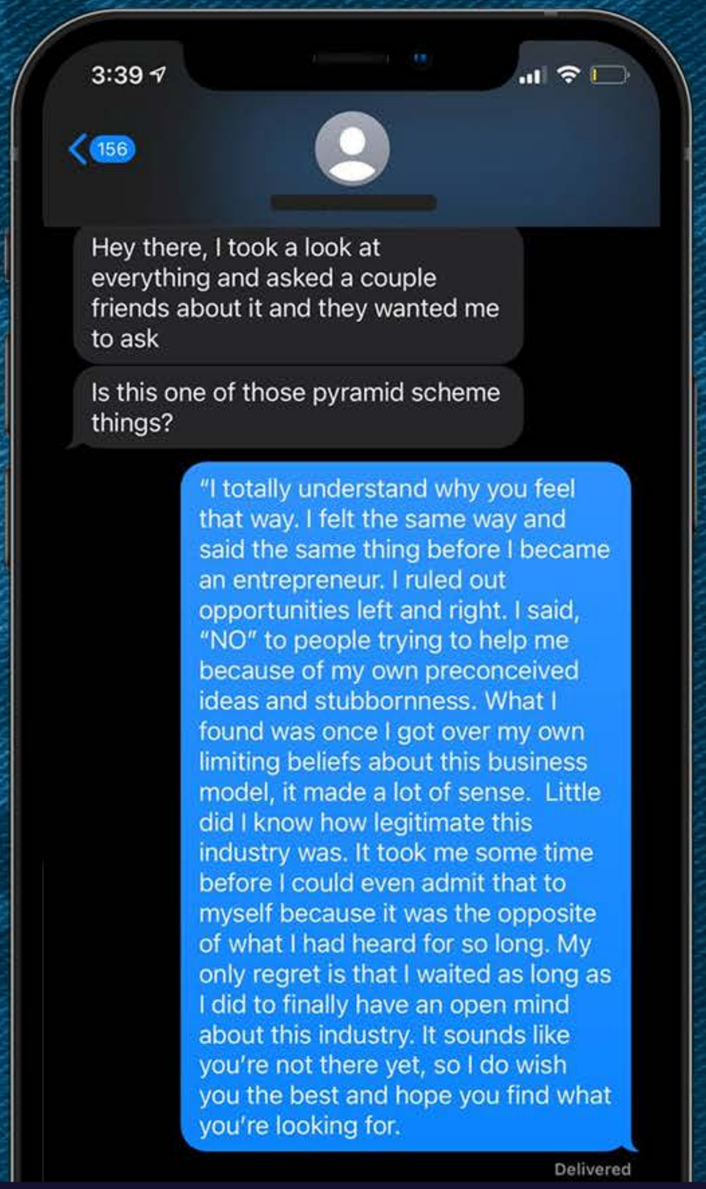
"I don't want to be in an MLM / I don't want to recruit people under people. I'm not good at sales. I couldn't imagine trying to sell to my friends and family."

RESPONSE:

I totally understand why you'd feel that way. I felt the same way before joining this industry too. I thought there was no way it could work or that it was even legitimate. But what I found was the network marketing industry is pretty massive. It's bigger than the NFL! The only difference between this business model and others out there is our company pays regular people to spread the word instead of paying for other types of advertising such as TV, Radio, Media or Billboards.

Another thing to consider is that starting a traditional brick and mortar business takes thousands and thousands of dollars that most people don't have to get started.

With this industry there is very low overhead so anyone can start. The network marketing industry creates more millionaires than any other industry in the world.



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HANDLE OBJECTIONS

WAIT FOR THEIR RESPONSE

If they give you another objection
(Feel, Felt, Found)

If they show interest
Book the Appointment.

6

BOOK THE APPOINTMENT

THE APPOINTMENT IS SCHEDULING A TIME TO GIVE THEM ALL THE BUSINESS OPPORTUNITY DETAILS

TELL ME MORE, I'M INTERESTED.

YES

"I'm glad you asked but I am heading into a meeting right now. Can I give you a call in 20 mins or tomorrow around 2:30?"

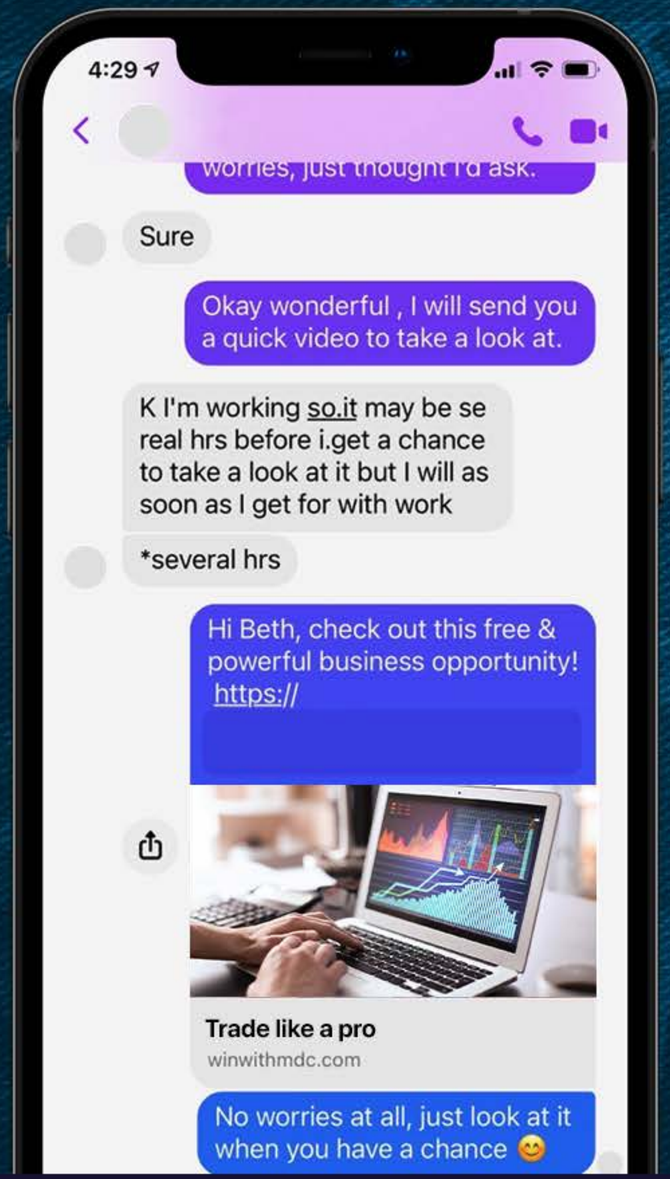
SCHEDULE PHONE CALL

NO

IF THEY DECLINE THE PHONE CALL:

Typically when I work one one one with people I prefer to chat over the phone but I understand your time constraints right now. Would you prefer to take an online tour of our business instead?

IF THEY SAY YES TO THE ONLINE TOUR, SEND THEM YOUR CAPTURE PAGE.



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SEND YOUR WEBSITE

AFTER YOU'VE BEEN GIVEN PERMISSION TO SEND YOUR LINK, SEND THEM A CAPTURE PAGE THAT WOULD MOST APPEAL TO THEM

8

DISCUSS JOIN OPTIONS

WHERE DO YOU SEE YOURSELF STARTING?

1
Affiliate

2
Customer

9

AFTER THEY JOIN

"WHEN CAN WE GET ON THE PHONE TO GET YOUR BUSINESS SET UP?"

🚀

1

Watch the "Launch Your Business" Video by Josh Zwagil

2

Watch the 10 Steps to Recruiting Mastery Video by Jenna Zwagil

THESE VIDEOS ARE UNDER 'TRAINING' IN YOUR BACK OFFICE.

10

LIST OF 25

Make a list of **25 names** (with their contact info) of who you'd like to share this opportunity with.

3 STEPS TO DUPLICATION

1

Master Recruiting

2

Hit **1K Affiliate**

3

Teach your time to hit **1K**

Jemma Zwagil