

Scenario 1: Only new distributors of the last month enroll 2 new distributors each

Distributors created before the last month no longer sponsor new ones, stop to focus on coaching

Month	Bottom level	New Monthly	Total
Month 1		2	2
Month 2	2	4	6
Month 3	4	8	14
Month 4	8	16	30
Month 5	16	32	62
Month 6	32	64	126
Month 7	64	128	254
Month 8	128	256	510
Month 9	256	512	1022

Scenario 2: All distributors enroll only 1 New distributor per Month -continuously

(Except initiator who start with 2 in first month and then stops to focus on coaching his network)

Month	New Monthly	Total
Month 1	2	
Month 2	2	4
Month 3	4	8
Month 4	8	16
Month 5	16	32
Month 6	32	64
Month 7	64	128
Month 8	128	256
Month 9	256	512

INVITING FORMULA

Part 1. GREET

The purpose of Greeting is to get your prospect willing to talk freely and openly to you.

Part 2. QUALIFY

The purpose of Qualifying is to find out what the prospect needs, wants and doesn't want as it pertains to your business.

Part 3. INVITE

The purpose of Inviting is to ask your prospect to review information that can help them achieve what they've stated they need, want, or don't-want from the qualify section.

Part 4. HANDLE QUESTIONS AND/OR OBJECTIONS

The purpose of Handling Questions and Objections is to get the prospect beyond the questions and/or objections which are apparently stopping them from attaining what they've stated they need, want or don't want.

Part 5. CLOSE TO ACTION

The purpose of the Close to action step is to conclude or complete what is currently being said or done and then start putting your prospects's needs/wants/don't-wants into existence.

Part 6. FOLLOW-UP OR FOLLOW-THROUGH

The purpose of the Follow-Up is to re-contact your prospect and move him/her towards what they've stated they need, want or don't-want. The purpose of the Follow-Through is when your prospect indicates readiness to act (join, enroll, sign-up), then you follow-through by delivering all they need to get what they've stated they need, want or don't-want.