

“Bulls Eye Prospecting”

**For Hitting The Success Bull's Eye And Creating
Unstoppable Network Marketing Success!**

(And Finally Creating The Lifestyle Of Your Dreams)



By Robb Corbett
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Introduction

Hello... welcome & a BIG congratulations on downloading this special report.

Why? Simply because you now hold in your hands the exact blue print that I used to go from zero to hero in this industry of network marketing.

How I was able to earn \$4191.50 in my first two weeks with basically zero experience in this industry.

How I was able to create a 6 figure a year income in this industry in only 8 months, working very part time hours (about 10 hrs a week).

You now hold in your hand a detailed step by step guide how I was able to recruit over 21 people in under two weeks in a high priced entry opportunity. (With this opportunity it cost over \$1000 to enroll)

You now hold in your hand how in one of my previous companies I was able to enroll over 40 people in under 7 days...

And more importantly you now hold in your hand the exact road map that YOU can use to go on and become one of the top recruiters in any network marketing company... FINALLY creating for you the lifestyle of your dreams!

And the crazy thing is I am giving it to you for free!

Why am I giving it away for free when I could literally charge \$100 - \$300 a piece for this report and the information contained in it?

Simply because I believe fully in the concept of by helping other people get what they want myself and my family will have everything we want.

So from here on out I am going to lay it all out for you.... I am going to give you the straight up honest detailed truth on how you can become a massive recruiter in your network marketing business!

And you can take this information and excel finally excel in this industry.

So lets get started!

Chapter #1: Get Your Head Right

Ok this chapter is one of my favorites subjects when it comes to success in Network Marketing... and due to that fact there is a real chance that I will get on a rant here... but bear with me I am going to share some very important tidbits of info in this chapter, that you must adopt ASAP if you truly desire success.

Here is the deal...

The only people and I mean the ONLY people who make it in this industry of network marketing are the ones who DECIDE to become Network Marketing Professionals!

You see there is a massive difference between a person who is simply going to try network marketing and one who is going to make the decision that this is their future... this is their calling... this is where they are going to create their fortune... and that failure is simply not an option!

And the difference comes down to the following.

A person who is simply trying network marketing, joins a company because they are hyped up and are expecting to make \$1,000,000.000 in their first 2 months in the business.

They then put together a short list of people they know... maybe 5.. maybe 10... maybe even 100 people.

They then contact these people... get turned down by most of them... maybe recruit 1 or 2... expect their 2 new team members to go out and build them a massive downline... and when of course that does not happen... they get discouraged... they say Network Marketing does not work and they Quit!

Now a network marketing professional understands pretty much right from the beginning that there is no such thing as "Get Rich Quick"... that you can't get something for nothing... that anything worthwhile takes time... that a 6 – 7 figure income is very possible... that if others have done it so can they... but they realize that it will require that you develop certain skill sets.

That developing these skills sets are do-able for anyone... BUT it is going to take time and effort and patience to develop them!

They then go to work developing these skill sets, learning how to build the business by being coachable and perfecting the skill sets that are required for success.

So my friend... as much as I hate to say it... if you are looking for that magic pill that will poof you right to the top it REALLY does not exist... trust me I know from experience that it is not out there.

But what is out there and what is in this report are proven, simple, effective and proven strategies that anyone can master if they commit to doing so...

So lets get right into the good stuff...

Chapter #2: OD on PD?

You may have heard it before or you may not have... and if you have heard it before and you are sick of hearing it... TOO BAD!

Personal Development is the foundation on which you will build your success in this business.

ALL top leaders and I mean every single one of them are firm advocates of locking yourself into a personal development regime.

I can assure you that if you are not embracing this core principle you are not having the success you desire and the fact is you never will.

In this industry you need to be on your game all of the time or at least look like you are. When you are speaking with prospects you need to be excited you need to be upbeat and confident and know where you are going.

The same thing applies when you are around your team members.

You must keep ALL negativity out.... even if you are having a bad day, week or month.

The fact is you are going to have ups and downs in your network marketing business, everyone does. There were many times I felt like quitting... and I know that back when I was getting started in this business that if I was not engaged into a daily regime of personal development then I would have quit a long time ago.

Personal Development gives you the reasons to keep going... it turns you into a person who is a doer... a guy or gal who is a mover and a shaker... it empowers you... it gives you the energy, confidence and focus to get out there and make it happen even when you do not feel like you can...

It is your rocket fuel!!

Just like your body needs food... so does your mind and spirit!

You need to feed these two very powerful components to your success at LEAST once a day if not more.

I recommend that you do the three following activities daily:

1) When you wake up in the morning spend 30 minutes reading a good book on personal development.

My personal favorites are: Think & Grow Rich by Napoleon Hill, The Success Principles by Jack Cannfield, and As A Man Thinketh by James Allen. (Both Think & Grow Rich & As A Man Thinketh you can find for free online)

2) Go out and pick up some good audio cd's and make the decision right now that anytime you are driving in your car you will listen to the cd's and not the radio. This one little decision on my part was life changing.

Some great people have put out some excellent audio cd's (Tony Robbins, Jim Rohn, Zig Ziglar to name just a few)

3) Before you go to bed at night read some more from the personal development book you choose. Spend 10 -15 minutes just as you are about to dose off.

This has a powerful effect because your subconsciousness will then focus on this information while you sleep. This is a big deal! Part of the reason why you should read nice things to your children before they go to bed. Because your subconscious part of your brain goes to work when you are a sleep and it focuses on the last things you took in before you went to sleep.

This is very powerful.

In the end.. if you want to have success then you need to do what successful people do and this is without a doubt at the top of the list of what successful people do.

Chapter #3 How To Become A Recruiting Jedi Master.

Here is the deal gang... Network Marketing is all about your ability to recruit as well as your ability to get your team to recruit.

Bringing new people into your network marketing business is the lifeblood of your business.

If there is not a constant flow of new faces into your business I can assure you that your business is going to very quickly start to head in the wrong direction.

Get it into your head now that this is what we do in this business... we recruit new people!

And we do this for pretty much all of our careers.

At the start of your career you will obviously want to recruit a lot of people and while it is true that over time you can slow down at this you will never stop all together. In fact my advice is that for the rest of your career you will want to bring in at least 2 new people a month. And again I need to be clear on this... at the beginning you need to bring in a lot more then that.

Your main focus when you are getting started is to learn the skill set of recruiting!

Did you notice how I worded that?

LEARN the skill set of recruiting!

There is not a person out there who can not learn the skill set of recruiting. If done correctly anyone can become a powerful recruiter and go onto to create a fortune in this industry,

Will it take some time to master this skill set... yes it can for some... but in the end recruiting is not that hard if done the right way and anyone who commits to mastering this skill set can get good at it in a short amount of time.

Before we get into the different methods of recruiting lets look at the recruiting process and the science behind it that can make you a recruiting machine...

Chapter #4: Success Is Found In Pointing..

Your mother was wrong... it is ok to point and in this business you must learn to point!

Most people in this business are dead wrong in their approach to recruiting... They think that this is a Selling business. And that recruiting is all about being the best sales person you can be.

So people go out and learn how to be a ricko swavey smooth talking used cars salesmen type.

They spend time learning the in's and outs of their compensation plan... they know every last ingredient or feature of their product, etc... and then they proceed to barf this information all over their prospects!

Here is the deal gang... what you do your prospect thinks they will have to do.

You are your business to your prospect... they are looking at you and evaluating you the whole time in an attempt to determine whether they can do what you do...

If you go out and master the best sales presentation spiel known to man... you are screwed right out of the gates....

Why? Because your prospect is saying... Holy jumpings you are good... wow I had know idea what a great presenter or speaker or sales person you are... congratulations you are going to make a fortune... I am so excited for you... BUT I could never do that.... I am just not the sales person type...

And they are GONZO Baby!

In fact in this business the more you say the farther you are pushing your prospect away from you.

And trust me if they deem that you are chasing them... you will NEVER be able to run fast enough to catch them.

So what is the answer?

Well the answer is incredibly exciting because it makes this business so easy it is almost wrong.

It comes down to simply "Pointing" to 3rd party tools!

Anytime and I mean each and every time you are sharing your opportunity with a prospect it needs to be via a 3rd party tool.

Simply point them to the tool and let the tool do the talking.

A 3rd party tool can be anything besides YOU that shares the opportunity with your prospect.

Websites, recorded calls, magazines, home meetings, hotel meetings, conference calls, training calls, and of course a 3 way call with your upline.

All recruiting in this industry entails is continuing to share the opportunity via 3rd party tools with as many people as you can on an ongoing bases. Continue to add people to your 3rd party funnel.

My personal plan is to share a website video with a prospect and then continue to touch them with another 3rd party exposure every 2 – 3 days until they have enough information to make a decision either way on whether this business is for them or not!

So easy a 6 year old literally has the skill set required to make it happen...

In the end it simply comes down to doing it... and getting over your fear of doing it...

Because in the end it takes you getting over that fear and picking up that phone or going and speaking to that person... and you want to do this a minimum of 3 times a day and for those of you who really want to create a serious future in this industry commit to sharing the business with 10 people a day...

In the next few chapters we will explore the different places that you can find your prospects.

Chapter #5 Do I Have To Work My Warm Market?

There were times in my career where I was the guy who focused only on the warm market... and there was a time in my career where I was the guy who focused only on cold market techniques, etc.

Bottom line gang... I have been there tried and done it all. Pretty much any recruiting technique known to man I have tried at one point or another.

And what have I discovered?

Well within reason most work.

I can say nothing different or I would be a fool.

Simply because for any of the most talked about methods out there I know people who have used them and gone on and created six figure incomes... so obviously they work.

However some are much harder to master than others.

But regardless of what methods you use... the absolute cornerstone of any successful network marketing business is the warm market!

If building from within your warm market is not the absolute foundation or cornerstone of your network marketing business then you are simply missing out and you do not get it.

So YES if you want success in this business you will have to work your warm market regardless of what some of the online supposed gurus are telling you.

Now there was a time when the net first started getting popular that people could build an internet network marketing business with out picking up the phone... however those days are gone... this is a relationship business and people want to talk with people...

So even if you use any other method to generate leads you will still need to have a system in place for working your warm market and your teams warm market....

And there are 2 main reasons for that!

Reason #1:

Gang... this is network marketing... the whole point of this business is to recruit people into it so that you can then tap into their network, which in turn opens up a huge new network for you and your business.

Everyone and I mean everyone knows anywhere from between 200 – 2000 people.

If you are not taking advantage of that... you are leaving behind thousands and thousands and thousands and thousands of dollars on the table and simply put... You are stunting your

businesses growth.

Reason #2:

Building using the warm market, your own and your team members is easy!

That's right it is easy! (If done right that is!)

Easy in this business means "Duplicatable"!

Duplicatable means anyone can do it.

Which of course means, if anyone can do it then your business will be able to grow on forever.

If you make the activities complicated gang, you are going to lose people. If you try to turn someone into an online marketer... if you try to turn them into a top notch cold caller.. you will lose them.

People will join the business and see how much time it is going to take for them to learn and master the more complicated recruiting techniques and quit!

However if you show them how easy the business is... if you show them that a 6 year old literally posses the skill set required to work their warm market and make great money doing so... they are in!!

And your business will explode!

Now do not get me wrong... in my opinion there is a time and a place for the other recruiting methods.

However... the core foundation must be the warm market. Do not believe the hype of people telling you anything other then this. I have been there done it.

There was a time when I focused marketing exclusively online, using the power of the Internet.

What happened? Yes I recruited people (and still do using that method and others)... however the problem was marketing online is a serious skill, one that takes some time to learn and develop.

Well here I was plugging these people into online training sessions, trying to teach them to do what I did online and I am sure you can guess what happened.

What happened was a good portion of them did not want to take the time to learn how to market online and as a result they would drop out... and even the ones that did focus in and build online it took them quite some time to recruit their first person which meant theirs and my business growth was seriously stunted..

You see marketing online to develop leads works... however it took me months before I generated my first lead... if you have your organization focus on this activity out of the gates they too will take months to generate their first lead let alone recruit their first team member if they do not quit before hand.

The key to building a large organization in network marketing is to get people earning money very very quickly! Right out of the gates... day 1 type of stuff.

And the ONLY way to do that is by having a warm market system in place that you can immediately plug each and every new team members into... one that will see them earning a pay check in their first month!

So yes you need to sit down and make your list... yes you need to think of everyone you know and I recommend creating a list of no less then 100 people.

Personally my list was 250 when I started and I have since gone back and created 2 – 3 more warm market lists of at least 100 people each.

So if you are saying you do not know 100 people I have to tell you that you are simply sabotaging yourself... basically lying to yourself. Everyone knows anywhere from 200 – 2000 people!!

So get them on paper and then do what I like to call a major blast...

Get some serious momentum happening in your business by blasting through that list fast! Go hard at it... get to those 100 people in your first week and watch what happens to your business.

Now the key here is to be sure that you use the strategy of pointing to the 3rd party tools... do not try and sell or convince them to buy... simply point to the 3rd party tool and set a time in the next 1 – 2 days to follow up with them and if they need it point them to a new 3rd party tool...

Keep in mind this is a numbers game and you simply want to get attached to the process and not the results... focus on improving your ability to get people to look at the 3rd party tools... keep your funnel filled and the results will happen!

Chapter #6: What Happens When I Have Run Out Of People To Talk To...

Ah... the infamous question asked by 95% of Network Marketers.

I myself asked this question on many occasion.

Here is by far the best answer I was ever given for this dilemma.

A good friend of mine who has made a serious career in this industry once told me that in order to become successful in this industry you must become a Network Marketing Professional.

And the difference between a Network Marketing Professional and someone who is just trying Network Marketing is that the person who is just trying network marketing will write a few names on a piece of paper, 5, 10, 20, maybe even get the list of 100 done.

They then call these people... and if they do not become a millionaire from these 100 calls they throw their hands up in the air and say "Well I tried it... I did as they told me... and I guess it is true... Network Marketing does not work"!

Well here is the deal gang... Network Marketing DOES WORK! But it is up to YOU to work it.

Trying to convince yourself of anything less because your are simply frustrated is simply lying to yourself.. PERIOD!

One of the key skills that is required to become a Network Marketing Professional is learning how to create and maintain an ongoing candidate list.

You must always have people to talk to... you must always have a list of people to speak with about your Network Marketing opportunity or you are in serious trouble in this business.

So where do you find these people?

Great question...

The typical response from most uplines after you have tapped your warm market is to tell you to start buying and calling cold leads.

I for one don't advocate that... I believe that there are far more effective methods available to you for attaining high quality prospects to speak with about your business opportunity.

The cold market is a tough thing to work...

So I prefer to focus on what I like to call my "Luke Warm Market"...

My luke warm market are people who I have created at least a small relationship with before I hit them up with my opportunity.

And here are a few ways that you can use to do this and to keep at least 200 – 300 active prospects on your on going candidate list...

1. Collect Business Cards From Sharp People

Why do people print off 1000's of business cards? They want to give them away. So anytime you meet someone who is a sharp person and who you think would do well in your business ask them for a card. If they do not have a card simply ask for their email and phone number. Then add them to your ongoing candidate list and start to develop a relationship with them. An email here and there and a phone call from time to time, etc. When the time is right present them with your opportunity. And by the way the time could be right on day 1 or it may take a few months. You will know... once the rapport has been established between you and them the time is right.

2. Go Back To Your List.

Gang... just because your opportunity was not right for someone 6 months ago does not mean it will never be right for them. Most people simply call their list once and then never call them again. And I suppose in a perfect world people would call you back once the timing was right for them... but this is not a perfect world. Network Marketing professionals keep in touch with their old contacts. You can do this in numerous ways... I like to create a distribution list of all of my old contacts in my Outlook email account. And once a month I will send out an update on my business and how things are going. Even if they are not going great for you, you can focus on the company and success stories with in. The 2nd way I do this is by picking up the phone at least once a year and calling them.

3. Ask for Referrals

The simply fact is that everyone you know... knows at least 3 -5 people who would be perfect for your business. This strategy alone could make you a diamond director in your company. And most people if approached the right way would love to help you out... it makes them feel good , etc. So what I do is anyone who tells me this business is not for them I simply say "I appreciate your upfrontness, as it does neither one of us any good to simply enroll you and have you do nothing... however I do know that you are a sharp person and as such would know at least 5 people who would be interested in earning a 6 figure income working part time from home... can you give me their names?" Then I simply shut up, hand them a pad and paper and leave it in their hand. 9 times out of 10 you will get at least 2 – 3 names. So do the math on that... lets say you only ever created a list of 100 people... lets say half of them or 50 people each gave you 2 names... viola a whole new list of 100 people... same thing applies to those 100 people... and before you know it you have a never ending prospect list.

4. Follow Your Money Trail.

Anyplace you spend money is ideal and easy pickings for your opportunity. Your opportunity may be perfect for your hairdresser, supermarket cashier, gas station owner, insurance agent, chiropractor, dentist, doctor or one of their employees. And the best part is they will listen to you because you are THEIR customer. On top of this I highly recommend switching where you do business after you have presented your opportunity to them and they do not join... head out and find a new hairdresser, insurance agent, etc... and viola brand new prospects waiting to here about your business.

5. Keep An Eye Out For Sharp People

A great strategy to keep your candidate list growing is to get out and live life. Head out to your favorite restaurant... go to the spa... go to your kids football games or dance recitals, etc. Live life... and at the same time keep your eyes open for sharp people... people who would be an asset to your business.

For example if I am in a restaurant and I have a sharp waiter... I will say something like "John, I have to tell you that you are one of the best waiters we have ever had... I own a business in town here and I am always keeping my out open for sharp people... do you keep your income opportunities open?"

Nobody says no... then I simply get their contact info and send them out some info and of course follow up. EASY!

6. Offer a Special Report

This is a neat strategy that you can use on the Internet to generate an ever expanding candidate list. What you want to do is offer your potential prospects something of value that they are searching for in relation to your opportunity or the Network Marketing industry. Basically provide them with the high quality information they are looking for and this will at the same time set you up in their eyes as a leader and someone who can help them become successful. And as a result they will want to learn about the possibilities of partnering with you in your network marketing business.

One word or warning, this strategy works well, but it takes time to learn the skills required to implement online, so do not stop doing the other activities. Focus on the other methods that we discussed that are proven and work this strategy around the time allotted to the others.

So in the end... these are the proven strategies that work... focus on them, apply them and you will very quickly start to become an expert recruiter....

Then the question is well what do I do with the team members I have recruited?

Chapter #7: I Have A Team, I'm A Leader... HELP!

Here is where lots of people in this industry blow it.

They recruit 5 – 10 people and now they think their role changes from one of recruiter to manager.

I mean come on... I have a team... I have arrived... my team needs me... I must lead!!

Well that is partially right... your team does need you and you must lead...

BUT this is done by example, not by dictating!

Meaning you must keep doing the basic core requirements of success.

I.E. Recruiting!

Keep on recruiting never stop... show your team how it is done by doing it.

From there all your responsibilities as a leader are to be a good sponsor by getting all of your new team members off on the right foot by showing them how to do the business and then simply working one on one with the team members who actually go out and do it!

Work with the willing!

Work with those who are doing as you show them.

Stay away from the whiners and complainers and do not try to make someone do it.

Lots of people you recruit will simply do nothing... they will make a call or two and then complain how it is not working. These are the people you need to leave to figure it out on their own.

Now do not get me wrong... if someone really wants it but is struggling by all means work with that person.

However I can tell you from experience, if you want it more for someone than they want it for themselves it is pointless to waste any of your energy on them.

Love them and let them know you are here for them, for when they are ready to get serious, but besides that there is nothing you can do.

Instead focus all of your positive energy on helping the serious people make it happen.

Reward the right behavior!

Trust me I know this can be a hard concept, I use to spend my time trying to make people go out and do the activities... but as Jim Rohn says... "It Is Like Herding Cats"... Impossible!!

So work with the willing and keep recruiting and great things will happen.

Conclusion:

In conclusion guys, success in your Network Marketing business is simply a decision on your part. Keep on keeping on no matter what and always be recruiting and success will come your way.

For more tips on creating success in your business be sure to check out my blog for my daily trainings... www.RobbCorbett.com

To Your Success

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