

How to Build a 100K income in 365 Days Flat!

Trainer's Outline

Session 1: Understanding You
Trainer: Joe Abraham

* You are Wierd!

* What's Average

Average is 9-5

Average is a Lazy boy/big screen TV/reality shows

* You make a _____ 9 to 5. A _____ is made after 5pm.

* Average people don't _____ or perspire for success.

* It shouldn't come as a shock that people "look" at you in a funny way when you share your business plan with them.

* President Bush and John Kerry (both wierd by the standards of 50% of Americans!)

* By starting a business, you are in the top ____% of Americans as a business owner and have placed yourself in a position to be in the top 1/2 of ____% of income earners in the country.

* What makes an Entrepreneur unique is their _____

* Entrepreneurs build businesses to _____ them.

* I must build my business to _____ it.

WHY should I do that?

* So I can remove myself from the emotional attachment to the business

* My business and I are 2 _____ entities.

The 4 Personality Types

* LION - Dominance is their key factor

* Results oriented

* Control freak

* Decisive

* Direct

* Loves a challenge

* Impatient - Slow people drive them _____!!!

* Quick to take action. Impulsive.

* Monkey - The influence

* People person

* Life of the party

* Eternal Optimist - burn down their house, steal their car and they'll say

" _____ "

* Expressive - always have something to say

* Enthusiastic

* Energetic - always bouncing off walls and rubbing their hands together

* Koala - The Steady One

- * Stable and cooperative (does not like confrontation)
- * Slow to make a decision
- * Predictable - no surprises here!
- * Diplomatic
- * Good listener
- * Sympathetic

The danger of being too sympathetic in MLM is _____

* Owl - Conscientious

- * Analytical - engineers and programmers
- * Accurate
- * Orderly
- * Perfectionist and correct
- * Very systematic in thinking and working

What Am I? Assign a % to each

__ Lion

__ Monkey

__ Koala

__ Owl

Profile of the typical top money earner in MLM

60% Lion

30% monkey

10% others

There are always exceptions to the rule!

What if I am NOT a 60/30 Lion and monkey?

COMPENSATE!!

2 Strategies to COMPENSATE!

* Learn/assume the personality traits of a LION and MONKEY - it is a skill that can be learned

* Employ the _____ system. This allowed Joe and John to build a very large group very fast!

How to build a buddy system

* Identify your personality style

* find someone with the opposite style (look upline or downline)

* team up and do calls/meetings together

* Your _____ is probably an exact opposite of you!

To Earn 100K per year in this business, you have to know _____.

Additional resources

* Coaching session with a Q5 coach - the first session is FREE!

visit www.q5inc.com and click on Q5 coaching in the resource center.

RECAP

- 1) You are wierd
- 2) Build your business to sell it - its a mindset
- 3) Know yourself - know your personality style - then make the adjustments to compensate.

NEXT SESSION

Understanding Your Industry - An in-depth look at MLM from inception to where it stands today.