

The TEAM...

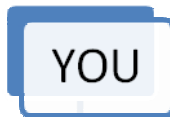
Just like the CEO of any company, you will oversee many teams within your organization. Some of those teams will have self-motivated leaders and produce stronger results – like any other sales organization.

Ann, who represents one “leg” or group organization for you, has developed several “teams” within her organization. Bob spearheads Ann’s most productive teams of people – all of whom fall within your group, as well.

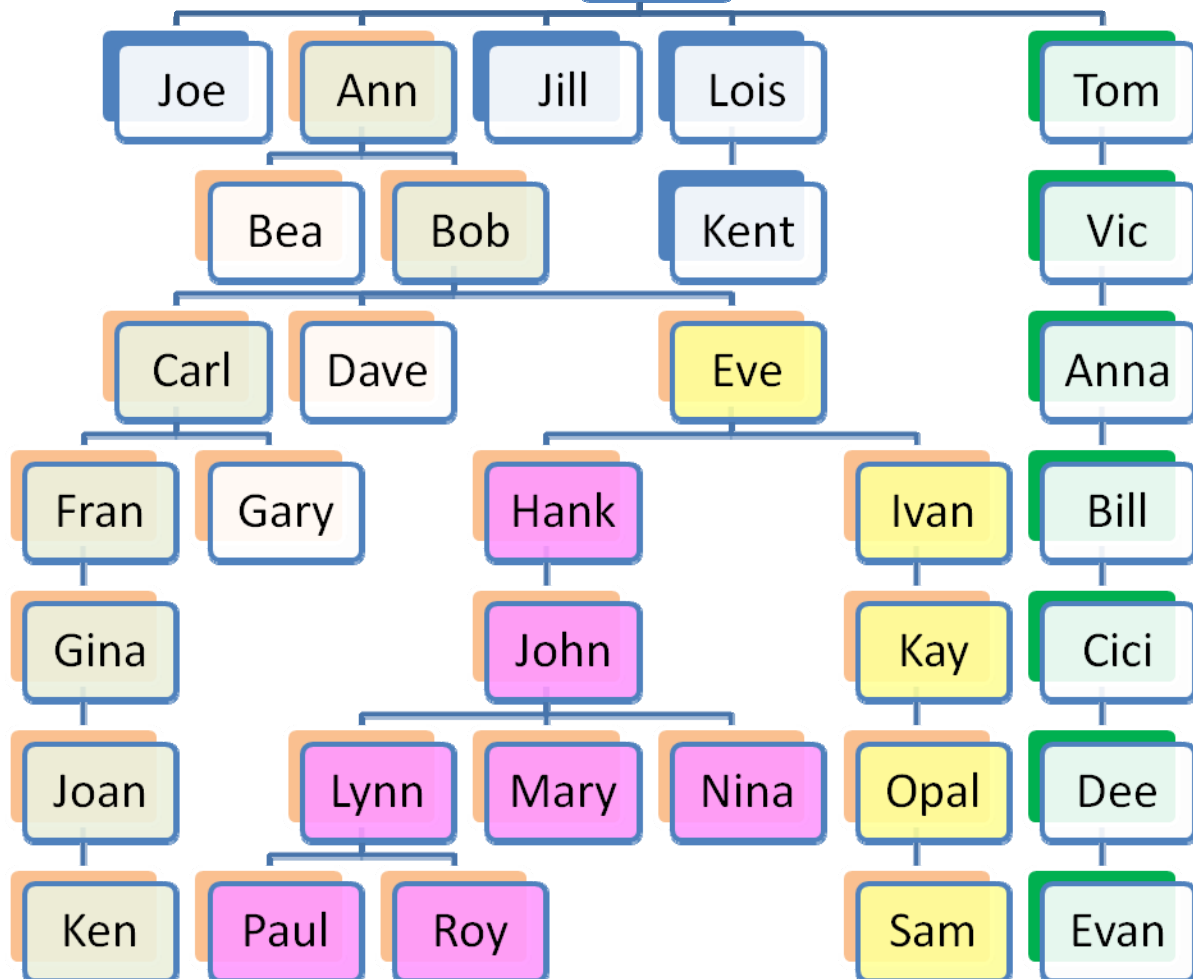
Paul and Roy, on your seventh generation are on your team with Lynn. However, they are not on Mary’s or Nina’s team – even though all five of the IMRs are on John’s team.

Hank and Ivan are on Eve’s team, and not on each other’s team. All three of them, however, represent team members for You, Ann and Bob. So, you will have several distinct teams within your organization. Leaders will appear by working the numbers. One or two people out of 10 will take the ball and run with it. Let them!

Keep working the numbers and let the geometric progression kick in...



Be persistent and patient...



In any endeavor, the harder you work, the luckier you will get. Remember this fundamental law of the universe... Give... and Receive. Help others get what they want, then get what you want