

Circles of Influence

You have many “circles of influence” in your life. Start by writing down everyone you can think of in each circle. Consider this a brainstorming exercise. Don’t prejudge who’ll be interested...just write names. Include the people you meet during the day and the people with whom you do business. In fact, you don’t even need to know their name...dental hygienist and bank teller will do fine for now. Your goal will be to get one “Yes” from each circle.

What do you have to offer?

- ~ The opportunity to join you as a business partner.
- ~ The chance to host and earn rewards.
- ~ The opportunity to purchase products from a knowledgeable person – YOU!



“I’ve just started my own business! I thought of you immediately because _____.” Fill in the blank with why you thought of the person. Offer your services in this order:

- “I’m looking for someone to start with me so we could be in training together. Have you ever considered having your own business?”
- “I need 6 or 8 people who will host. It would mean a lot to me if you’d be one of my first. Can I count on you?”
- No matter what - invite her to you’re the launch of your business! “I’d love you to experience my products! I’m launching my business on ____ and _____. Which of those would work for you?”