

[Prepare your mind and begin thinking like an entrepreneur.](#) You will need to be consistent and committed to succeed. This is a real business - treat it like one and you will succeed.

[Understand the numbers.](#) During the first 30 days you will need to create 15 personal IBOs to have the proper mix for success. Reason and experience have shown over the years that 5 will do the business, 5 will become customers and 5 will do nothing – which is OK. This is a business of numbers and rejection is to be expected. The more people you can help by addressing their needs, dreams and desires, the faster you will build a successful Sunrider business!

As you saw on the presentation, 5 is the number you will need to create the beginning of a proper organization. The first 90 days your time will be spent in taking the initial 5 and creating an organization of 30 IBOs (see presentation). The balance between personal growth and creating growth in depth is important for best income results. The most successful and profitable SR business owners, sponsor in width while securing in depth.

[Locating prospects:](#) We like to keep the business as personal as possible; when time allows we like to meet with people face-to-face and create the relationship that is required to maintain momentum. Go to www.thefusionnetwork.net and download the Who do you Know list page.

Begin filling out each blank with people you know. Try to recall the last conversation you had with them: did they share a need, dream, concern, fear, or dislike? Example, *"I wish I had a better / different job"*, *"I really wish my boss would treat me with more respect"*, *"I want more time with my kids"*; or maybe they shared a concern, *"I am not sure I have ample funds for retirement"*, *"Our company is being downsized and I am unsure of my future"*, *"I am having to pay for my personal health insurance and it is going up dramatically"*; and then maybe a dream, *"I would love to have a new car"*, *"A vacation in Hawaii would be nice in this cold weather"*, *"I have the dream of sending my kids to a private school"*.

The key to relationships is not speaking but listening. Be quick to Listen and Slow to Speak. To assist people in conversation I keep **FORM** in the back of my mind: **FAMILY**, **OCCUPATION**, **RECREATION**, and **MATERIAL DESIRES**.

People generally like to talk about their family, kids and grandkids. They love to share what they do for a living (most people are proud of what they do) and they love to discuss what they like to do for recreation, like golfing, boating, dancing, etc. And finally, many will actually share their material desires - a new home, a new car, etc. **FORM** keeps the conversation moving and focused.

[Where do you find people after you go through your list of names?](#) Go to places where you enjoy going yourself. I like attending various sporting events (martial arts events and competitions, football games, etc), and trade shows (boat shows, motor home shows, home and garden shows, etc.). Go where you can share common interests. Remember you are first looking for a relationship that will hopefully move towards a business connection. Stay light, do not put any pressure on yourself, and enjoy listening to those you come into contact with. Network, Network, Network. Join clubs, rotary, Jaycees, chamber, church organizations and other civic groups that interest you. It is 100 percent easier to meet people and share one on one vs. over the Internet or advertising. Always remember, there have been hundreds of network marketing companies that failed because they were simply too aggressive with people. In our network we have a saying, *"Approach people from their need not your greed"*.

What to Say? Just be sensitive to the people, listen for an opening where you might share the presentation. Listen to their needs and proceed by maybe saying something like, "*Joe, it sounds like you have some real potential challenges at work, I may have a solution for you, do you have 15 minutes where we can sit down and chat?*" Get with your up line mentor and get their experience. You can also lead a conversation often by saying things like, "*Wow this economy is something isn't it?*" or you might say something using a recent article or book you read, "*I was reading the other day that more than 28% of the workforce is going it alone because of this economy. People are stepping out and becoming entrepreneurs from consultants to franchising type businesses*". Stay current and find something that works for you and your personality and in all cases, stay in integrity by making the conversation about them and not you!

Get with your up line or mentor and create a vision board on what you see yourself doing with an extra \$1000 to \$5000 per month. "*Your life must follow your vision*". Create the vision in your mind, put it on paper and then specifically state what you want verbally. The most important person you must equip is YOU. Draw out the presentation of 30 circles and begin putting names in them, create what you want to accomplish. See your network growing daily and see people being positive when you share.

Most important, drop ALL FEAR and default to FAITH in yourself. Fear keeps you stagnant and you are not able to mobilize. The DOUBT of not succeeding will keep you from succeeding; kill the DEMONS OF DOUBT & FEAR and stay committed to your vision.

To earn money quickly in Sunrider, see our "Fast Track to \$1000/month or more from Sunrider" presentation on the Business Support Tools page!

Get plugged in to TheFusionNetwork. Work with the FusionNetwork group of leaders and be part of what we are creating as a leadership team.

We offer monthly product / business conference calls, Product Profiles and Information, Business Support Tools, Leaders' Articles, Advise and Support Materials, and much, much more!

Check the Fusion Website for more details. Look at the web site for dates, times, access phone numbers and participant pass codes.

The first 30 days are the key to either moving forward or falling backwards. How you establish your foundation and work habits will take you to your ultimate goals.

So stay in integrity, keep it simple, always keep your humor and enjoy the journey!