

YOUR DREAM VACCINE SHOT

So that you don't catch the virus from others who are infected, doctors will give you a small dose/shot of the vaccine so that your body's immune system can build up resistance to it *before* you come in contact with the virus.

So, you have just started your network marketing business. Now it's time to inoculate you. When you joined your company, it all seems like such a no-brainer to you. The product/service is so valuable, needed, and inexpensive. And who wouldn't want to make extra money? Everyone will sign up for this, right? So instead of getting advice and training, you feel it's going to be easy to just pick up the phone and start calling your friends and tell them about it and sign them up.

But guess what ... here's your shot of the vaccine ... they don't all join! In the beginning, most won't. Some will even try to discourage you. They will say things like:

- I don't need the product/service.
- Is that a pyramid scheme or MLM?
- I don't have time for that.
- I don't have money to waste.
- It's a scam; I've seen many of them.
- I don't believe in online businesses, in fact all of them are scam.
- I know someone who joined and made no money.
- Nobody makes money in those businesses.
- Sure, I will come check it out (and they don't show up).
- Sure, I will watch the presentation (and they never watch it).

If you understand and expect this from the outset, you can effectively handle these responses and not let it hinder your success. If you have been vaccinated, you can get around people carrying the virus and not become infected yourself. Every billionaire in the business got these same responses every day, and *still do!*

Many people claim to be open minded, but in reality most have pre-conceived notions and closed minds. The key is knowing the *right way* to approach people. Coming right out and saying, "Have you heard of **House of Money** or "Do you want to make some money?" does *not* work. In fact, running out there without proper training will blow your chance at a good first impression. Of course you are excited and ready to start building your business, but don't sabotage your business on your first day. Learn from thousands of people who have already made the mistakes before you, and learn what works and what doesn't work. In other words ... STOP! Do not go talk to people yet!

Your friends know you for you, and not as a billionaire in this new business. They will not take the information properly from you. Don't let ego convince you otherwise. In the **Money Making Blueprint**, you will learn how to get prospect and invite the prospect to listen to the presentation from a neutral person. There are ways to get people in front of the information where they do not feel like their friend is trying to sell/recruit them. The *approach* needs to be right. Then the presentation needs to be third

party (video presentation). You will learn everything from the **Money Making Blueprint** and also by attending training events in your area etc. Your mentor will also coach you on what to say in your approach to your contact. Just remember, it's all about getting appointments, not explaining anything over the phone or chat. Get appointments to show them the whole presentation. This is the only way you will sign people up. (Maybe by the time you read this, you have already blown it with a few people. Don't keep making same mistake from here on out).

So make sure you do not catch the virus (get discouraged and possibly quit when people give you negative responses or objections)! People don't know what they don't know. How can they judge a movie when they themselves have never sat in the theater and watched it! They buy into one negative person who has been walking the country infecting everyone with their negative virus. Misery loves company. People love to spread negativity. What you will find is more than half of the people who actually see a whole presentation will sign up! The key is them seeing the whole presentation ... so get appointments! Don't talk to people about it. Be vague and get the presentation in front of them.

Now that you have read this, we hope your baby skin will begin to become rhino skin. Decide to become bullet-proof, and not let words from others knock you out of your faith, or your family, or your job. So don't let them talk you out of your vehicle that will take you to your dreams and goals. Get good at spotting dream killers and avoid them. Focus on why you started the business ... what you want success in this business to accomplish for you. When your Why is super strong, so will you resolve to work, grow and succeed. See you at the top!

You have just been vaccinated, so you don't need to read this next time.

YOUR DAILY AFFIRMATION

- I am building my own financial empire using the only vehicle that enables me to do so which is House of Money.
- I know by focusing my heart, my energy, my passion and my action on recruiting people every day, I am building my dream and I am financially independent and debt free.
- I am a leader of people.
- My work is my ministry, and I am changing thousands of lives.
- There is no other place where I can have fun, help others, and get rich while doing so than in House of Money.
- I am the top director in my company today.
- People are dying to be on my team and they want me to show them how to succeed.
- I get people to see the recruiting presentation every day.
- When others say NO, they do not reject me, they simply do not understand and for that I do not blame them.
- I remain strong and I resolve to help every person to realize that they need to be a part of this crusade.
- Every person I meet will one day soon be on my team.
- I am a champion, a warrior for freedom, an expert recruiter, a winning coach, a caring teammate, and a fearless leader.
- I am because I say I am, and today I will find the next me!
- So help me God.

Say this affirmation 5 times in a day:

1st time – Morning time after your devotion

2nd time – By 12 noon

3rd time – By 3 pm

4th time – By 6 pm

5th time – Before you go to bed

YOUR DAILY ACTION PLAN

Get a sheet of paper and write out the answers to the exercises below.

Exercise 1:

If you were to get started with House of Money on a part-time basis, approximately how much would you need to earn per month in order to make it worth your time?

- (a) \$50 monthly
- (b) \$100 monthly
- (c) \$200 monthly
- (d) \$500 monthly
- (e) \$1000 monthly

Write this => I need to be earning [put your answer here] from House of Money.

Exercise 2:

Approximately how much hours could you commit each day to develop that kind of income?

- (a) 1 hour
- (b) 2 hours
- (c) 3 hours
- (d) 4 hours
- (e) 5 hours

Write this => I will be working [put your answer here] every day.

Exercise 3:

How many months would you work those kind of hours in order to develop that kind of income?

- (a) 3 months
- (b) 6 months
- (c) 9 months
- (d) 12 months

Write this => I have from now till [use your calendar and get the date of your answer eg. If your answer is 3 months then it should be *23rd May, 2023*] to start earning [exercise 1 answer].

Therefore,

Write this => I must add 2 – 5 prospects to my contact list today.

Exercise 4:

Solve the simple equation below:

Let,

$$A = [\text{your exercise 1 answer eg. 50, 100, 200, 500, 1000}]$$

$$B = [\text{your exercise 3 answer eg. 3, 6, 9, 12}]$$

$$C = 0.5$$

$$D = 0.2$$

$$E = A \div C$$

$$F = E \div D$$

$$G = B \times 30$$

$$H = F \div G$$

$$I = H \div 2$$

Write this => I must get [H] prospects to see presentation today.

Write this => I must follow-up on at lease [I] prospects today.

Exercise 5:

Use a ruler and make a register like the one below.

Day	Date	Weekday	Added to contact list	Achieved		Numbers Attempted	
				Presentation	Follow-up	Presentation	Follow-up



*The table can be as long
as you wish*

Example: Assuming your answer in Exercise 1 is *\$200 monthly*, Exercise 2 is *3 hours* and Exercise 3 is *6 months*.

Solving the equation in Exercise 4

$$A = 200; \quad B = 6; \quad C = 0.5; \quad D = 0.2; \quad E = 200 \div 0.5 = 400;$$

$$F = 400 \div 0.2 = 2000; \quad G = 6 \times 30 = 180; \quad H = 2000 \div 180 = 11;$$

$$I = 11 \div 2 = 5;$$

Below is what your daily action plan will look like.

MY DAILY ACTION PLAN

I need to be earning \$200 monthly from House of Money.

I will be working 3 hours every day.

I have from now till 23rd August, 2023 to start earning \$200 monthly.

Therefore,

I must add 2 – 5 prospects to my contact list today.

I must get 11 prospects to see the presentation today.

I must follow-up on at least 5 prospects today.

Day	Date	Weekday	Added to contact list	Achieved		Numbers Attempted	
				Presentation	Follow-up	Presentation	Follow-up

Very Important Tasks:

- Place your **Daily Action Plan** on your vision board or on a wall where you can see them at all time.
- Mark the register by the end of each day.
- Snap your register every weekend and send the picture to your mentor.