

## MTR GUIDE

PROSPECTING	Dials	PTS	For most people, phone dials are the pathway to the activities that build the business. So although there are no points awarded for actual dials, you can still track this one activity that you have 100% control over.
	Invites	1	You make contact with someone and now invite them to take a look at ASEA! Prospecting is sifting and sorting, looking for people who want what you have. We sift and sort; never convince and sell!
	New Prospects (Share A Tool)	2	New prospects give you permission to present some information. To share a tool. This could be through an online video, live zoom call, in home meeting or local presentation.
SPONSORING	Follow Up Calls	1	The fortune is in the follow up. Sometimes prospects require only 1 follow up call to "collect the decision", other times they require several follow up calls. Follow up...and follow through!
	3 Way Calls	2	These are calls where you connect your prospect with your sponsor/upline who will tell their story and answer questions. This creates 3rd party credibility, where the upline is the expert.
	Enrollments	5	We get paid for collecting decisions. Customers will visit your website <a href="http://www.username.teamasea.com">www.username.teamasea.com</a> and click the BUY button while Associates will click the JOIN button. Make sure they know about the Loyalty Rewards Program.
TRAINING	Associate/Customer Orientation	3	Sponsoring an associate is the starting line not the finish line. Direct your new associate to watch the Fast Start Training at <a href="http://www.amazingmoleculestraining.com">www.amazingmoleculestraining.com</a> and then reconnect and get clarity on their goals and action plan.
	Team Touch Calls	1	Working with associates both personally sponsored and in-depth, these calls include additional trainings, 3 way calls (as the expert), and promoting important events. However, be careful you don't get into "management" mode.
PERSONAL	Books & Audios	1/20	Network Marketing is a journey of personal development, cleverly disguised as a business. Where you will be 5 years from now will depend a lot on the books you read and the audios you listen to! Leaders are readers!
	Gratitude	1/3	Where the focus goes the energy flows. In other words, what you focus on grows and expands. Gratitude is the single greatest emotion for attracting abundance, so everyday write down 3 things that you are truly grateful for.
	Keep Connected	1	It is important to get plugged in and keep plugged in. Score points by tuning into weekly Team Zoom Calls, Corporate Calls, the daily Charge Up Call (particularly the testimonial of the day!). Attending meetings and events also count.
	Additional Rows	.....	Repeated activities create our habits, which determine our results, which create our destinies! What other activities would you like to track so you can develop great habits. Spiritual - Fitness - Music - Family - Language? You decide!