**Rotational business building plan:**

An **outline** of an **ongoing schedule** of **business building**, **team meetings** and **activities** designed to foster **continuous growth**. This plan incorporates **productive** and **systematic** **activities** that have generated **growth** for all business owners that participate in what we are doing.

**Everyone's business will grow provided the activities are implemented on a consistent basis and if the team works together with as many people participating as possible.

Keep your team together in an HBP environment where everybody is working together as a team and you're going to succeed.**

The cycle of events:

1. Monthly team coring meetings where we get everybody together and strategize about what's next in building our team.

Every 4 to 6 weeks we get the whole gang together Friday or Saturday evening. Everyone brings a dish – appetizer, main course or dessert.

6-7 Socializing.

7-9 Business activities

The first thing we talk about are meeting activities and we detail the schedule at the beginning of the meeting to know what's going to happen next with our organization. Were organized. This is business.

2. Names list night approximately once/month. Always be working people's names lists all the time. We identify their top 10 with 10 back-ups, so it’s really a top 20 - but I want their top 10 and then 10 back up. After we go through their top 10, we get 10 more that we can work on.

Start our names list with LOCAL people.

We update our names list weekly. Names lists should include their occupations, phone number and email address.

People build out bio sheets on the night of the names list night.
We're going to break up into groups of three and everybody gets 20 minutes to go over their names list.
Then, we help everybody identify their top 10.
Then we're going to practice making pre-calls to their Top 10/20 so that we can then make 3-way calls (call work-shops) to their people.

Now, during the week, they are going to make their pre-calls.

3. Call nights every Sunday or Monday night from 7-9 (3x/week) we do three-way phone calls on a conference line. Freeconferencecall.com

Must check in during the week to make sure people are doing pre-calls.
Email Bio sheets to me.
If in a group environment, BRING them with you.

The purpose of these nights is to populate UBP’s, HBP’s and 2 on 1 presentations to set appointments.

1 out of 4 people you call will look at this. And 1 out 4 who sees the business will join us.

4. Home business presentations every Tuesday, Wednesday or Thursday nights.
Rotate the week that has an HBP and/or a UBP.
Get everyone to attend UBP’S.

The location should rotate and go deeper into your organization.
All participants must volunteer to host various events at one time or another to avoid putting responsibility on TOO few people
By moving the HBPs, we are implementing aspects of the ABC pattern and moving prospects from event to event.

**PRE-CALL SCRIPT:**
Prospect on Top 10 list:

Prospect: ‘Hello’.

UFO: ‘Hello Jim, this is Jodi, how are you doing?

Prospect: ‘I'm doing well and how are you?’

UFO: ‘Great thanks! Hey, the reason I'm calling is because I'm wondering if you'd be available on Sunday night between 7 and 9 for a call?’

Prospect: ‘Sure. Why, what’s up?’

‘Well, I came across a business venture coming into the area and Sunday night I’m going to be on the phone with a very successful associate. I'd like to get your opinion on what he has to say.

Prospect: ‘Alright, what is it?’

UFO: ‘It's an internet-based franchise. I can’t get into the details right now as I have to run. (***ALWAYS BE IN A RUSH***). We might be calling from an unfamiliar number so don't block me out and be sure to pick up the phone. I'm doing you a favor! Okay? :)’

 **(Let’s fast-forward to the night of the actual call:)**

Making 3-way phone calls and we are going to call Jim and I prepped Jodi to say:

Hi Jimmy, this is Jody. Do you remember the business I was telling you about? I've got Eric Henderson on the phone and he's going to explain it.

Eric:  Hi Jim, how are you?

I guess Jodi was telling you a little bit about a business venture that I'm bringing into the area.

Jim, that's why we're giving you a call just to give you a little something to sink your teeth into. You see, I own a product Brokerage and internet marketing business and right now I'm working on a major expansion into the Buffalo Market. It stands to be a multi-million-dollar project. We are looking for the right people to organize it, and after describing to Jodi what we were looking for, your name came up and she wanted to give you one of the first opportunities to get to meet me and see what's going on.

Well you know as I said I'm in the product brokerage and internet marketing business I'm going to be coming into Buffalo on Tuesday night and I'm coming from 3 hours away. I'm going to be in an associate's home where we are going to go through the entire business venture and what it involves. Jodi and I would like to invite you as our personal guest to be one of the first people to see what's going on

Prospect: Do you have a website I can look at?

UFO: I do not have a website for you to look at at this point that would be helpful. We need to get together, show you what's going on and take it from there. That way we can give you all the information and see if it's a fit for you and kind of take it from there. How does that sound?

Prospect: Does this cost money?

UFO: That’s a good question. Don’t worry about that. We’re not looking for investors.

So listen, I'll tell you what. I'm going to have Jodi pick you up on Tuesday so that you aren’t trying to find our Associates home on your own. She should be there by about 7 o'clock so that you're at the home by about quarter after 7 - and I’ve got to tell you something - I can guarantee you won't be disappointed. In fact I think you'll be thrilled that Jodi kept you in mind.

Prospect comes to a UBP, HBP or 2 on 1.
Prospect brings a friend with him.
Then, we host a few HBP’s for the prospect
Schedule and host call workshops, work names lists, schedule the pre-call, make 3-way calls.
Then HBP’s for others in the ABC pattern.

MUST FOLLOW UP WITH EVERYONE!
Send the prospects the 22 minute video to re-cap and have them see it AGAIN!