

STEVE HARRIS: MARCH 10, 2012
JR's 7 Principles of Binary Strategy! (Director Training)

In order of Priority!

1. Prospecting, Recruiting, and Sponsoring! (STEP 4 IS FIRST) Find 2-6-10 people to do this with you! Sponsoring...step 4 is 1st!

2. Duplicate Sponsoring in depth

Operate from the #4 mentally! and duplicate or will always have a JOB! Teach people to Sponsor and Duplicate!

3. Placement (PSQD) Where will they be placed? map out your organization

Leverage...

4. Run the ABC Pattern in 2 to 4 legs!

Get the 001 done!!! 12 months from today! 2 legs done now!!! \$78,000 a year! \$1500 a week in one year!

5. Identify GONOW distributors...I came to M A D (Make A Difference)!!! Find someone who is mastering the B5! I can only work with GoNows!

Everyone else I hug and love and send a Christmas Card! What you need from me is help you make 6 figures in a year!

You can fail on your own! I love you!!! I love you!!! I love your BV! you just don't want to Work yet?!!

GoNow is not a tattoo! it is a stamp! It is not permanent! Quarterly monitoring system! Stamps can come off!

A GO NOW: Go Follow me for 90 days and I will see if you are DOING what I do! In 90 days they will get the STAMP of GoNow or not!

STEVE'S 5 REQUIREMENTS FOR GONOW

1. Attend 3 NMTSS trainings in quarter (NDT, B5, LOCALS)
2. Write out and give me 10 Goals you want to accomplish in 12 months
3. Show Form 1000 with \$300 Retail for the quarter
4. Must sponsor one person in a quarter....4 for the year! (multiply everything for each person in your organization and see your Pin Level!)
5. Show the plan 6 times in a quarter for the downline! To help your group get activated!!

This is a Business!

SET THE CRITERIA AND BE ACCOUNTABLE! YOU ARE OR YOU OR YOU ARE NOT!

6. SOLIDIFY A BDC 001 in the next 12 months! Build the TOP 1st!not side to side...that is MLM! This is Binary!

Get the 001 DONE!!! 2 legs...not 4!! Take the pressure off...Have FUN! No JOB...No quitting! Willable to kids!!

Go get more people to Professional on left and right...take the FOCUS off of YOU!

No One doubts that you will be a Director...they doubt THEMSELVES!!!

7. ReEnter when 002 and 003 are done!

3 OBJECTIVES FROM JR

1. BUILD THE 001 TO \$2100 A WEEK (Leadership every week) \$30,000 A YEAR BONUS. Then it is RESIDUAL!
2. BALANCE THE 001 Over Sponsor in the the weak leg! WE ARE PAID ON BV
3. OPEN THE INSIDE LEG OF THE BDC THAT IS ON THE WEAKER (5001- 8,000 BV) SIDE OF THE 001