

## Some perspective on the 2-3 year plan...

I woke up yesterday all excited because I can see how fast my team is growing. Thank you all for inspiring me!

I can now see that it's not that difficult to find one good business partner each and every month, if we're just showing the plan and sharing our stories about the products.

But then I had the thought, "What would happen if I found at least **one person every 3 months** to join me in this business, and then that person, and everyone else, duplicated that?"

Do you think that's doable? Is that DUPLICATABLE? Do you think that if you followed the Basic 5, and showed the plan to a personal prospect each and every week, that someone would lead to at least ONE PERSON every three months? Maybe you think that's setting the bar too low. I'm with you! But let's just "play small" for a moment and see what that looks like...

Today... 1 (You)

3 Months: 1 New Distributor

6 Months: 1 New + 1 Current + 1 (current distributor finds 1 person in 3 months) = 3 Total

9 Months: 1 New + 3 Current + 3 = 7 Total

12 Months: 1 New + 7 Current + 7 = 15 Total

After 1 Year: 15 People x 300 BV = 4500 BV.

2250 BV on Left & 2250 on Right = approximately \$600 / month

YES! After 1 year, you've worked 15 hours a week, for 52 weeks, a total of 780 hours, and are making a whopping \$600/month! That's almost \$1/hr!! Congratulations! You've spent all that time and money, and lo and behold, your friends are right. You might as well give up. What's the point?

Now watch what happens, and why this is the **2-3 year plan**:

15 Months: 1 New + 15 Current + 15 = 31 Total

18 Months: 1 New + 31 Current + 31 = 63 Total

21 Months: 1 New + 63 Current + 63 = 127 Total

24 Months: 1 New + 127 Current + 127 = 255 Total

After 2 years: 255 people x 300 BV = 76,500 BV

38,250 BV on Left and 38,250 BV on Right. That's enough for your 002 and 003 to go through the pay cycle almost every week. And by that point, you'll have more than just your 3 BDC's. And you'll be receiving the \$600 management bonus multiple times per month. So very conservatively, you'll be earning about \$10,000 per month

If I'm not mistaken, Doug Nelson made it to Director with about 120 people in his organization. So there's even some room for things not going exactly to plan here.

My point is, if you find yourself in the business after 6 months, and only have a couple of people working with you, you're right on track! If you're in for a year, and are only making \$600/mo, you're right on track!

Just KEEP FOLLOWING THE PLAN. We know it works. Don't give up. Find one person every three months, and you are on your way.

Just for kicks, let's set the bar even lower... Find at least one person every 6 months... It will take you 4 years to earn a residual 6-figure income. That's like going to college part-time, and when you graduate, your diploma says "Congratulations! You will now earn \$10,000 - \$20,000 per month for the rest of your life. Don't go looking for a job. You just retired!"

Market America is a proven company. It's not going anywhere but up. The question is, where are you going with Market America?