

GLOBAL LEADERSHIP GROUP SYSTEMS TRAINING

Section 3: Team Building Principles

1. EXPOSURE IS EVERYTHING!

The more exposures, the greater the probability of finding someone who WANTS to join you in your business, AND would be willing to do what YOU did to introduce them to the business!

Do massive exposures using 3rd party:

- a) tools
- b) people
- c) events

2. FORTUNE IS IN THE FOLLOW-UP!

Recruiting is a “process,” not an “event.”

Use a 3rd Party Expert (Your Power Team Leader) to help take your prospect through a multiple-exposure process.

3. WORK WITH THE WILLING!

Work with coachable, teachable people.

Work with those who follow the system.