

## **DUPLICATE => FOR SUCCESS!**

### **The Power of Duplication**

To control and draw on the power of duplication it is important to have a blueprint that is easy to follow. To help in the duplication process follow these steps:

- ❖ Train an associate, teaching him/her exactly what he/she needs to know to win.
- ❖ Keep the information and training simple.
- ❖ Make the blueprint for your business, your motivation, recognition systems, and recruiting programs easily transferable.

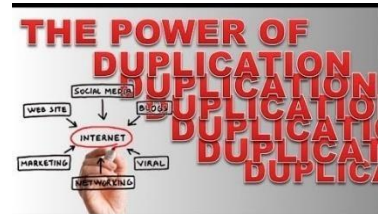
### **[USING ONLY SIMPLE, S-Y-S-T-E-M-S - CONSISTENTLY]**

**For ATTRACTING + TEACHING Others [New & Old]** - Teach them how to simply CREATE CURIOSITY with prospects! (by asking 'simple' questions) ... *"If I could show you a way - to GET PAID A LOT OF EXTRA \$\$ - 'without' it interfering with your [job / practice / work] - would that interest you?"* Then, if the prospect says YES - simply uses a "tool" [Video / 3-Way Call / Zoom / DVD, etc] that explains it all - for you.

Then, for the FOLLOW-UP, simply ask ... *"[Sam], what did you THINK, or like BEST?"*

Then, use the "1-to10 scale" Question ... *"Ok, let me ask you one question - on a Scale of 1-to-10 – with #1 being, I HAVE NO INTEREST IN THIS - and #10 being, I REALLY LIKE THIS ... WHERE DO YOU SEE YOURSELF NOW [Or, WHAT WOULD IT TAKE FOR YOU TO BE - A #10]?"* There are many, many other Scripts you can use here too.

This is just one example of how very S-I-M-P-L-E - and, how DUPLICATABLE - this is, for ALL. And no matter "how silly" it might sound, THIS is the very "power" of **DUPLICATION** - and IT is what's creating SUCCESSFUL Side Businesses!



It "overcomes any fear of not knowing what to say" - and it "builds confidence", because you/they know - that it's EASY - that it WORKS - that it must be CONSISTENTLY used - by ALL - and that they too, will be teaching this very same SYSTEM - plus the ON-GOING TRAINING - provided by their Upline TEAM - and by the COMPANY. All together, it's a Win - Win!

More than **any** other business / profession / career on planet earth – **Direct2Consumer** 'Business Builders' MUST engage in the power of >>>>>>>>> **D-U-P-L-I-C-A-T-I-O-N!**