



Rapid Business Builder

Actions for Success

Daily Actions: Income Producing

- ◇ Use your company's products daily; and share the benefits you have experienced.
- ◇ Connect with new people every day (2-5 part-time, 5-10 full-time)
- ◇ 2 new exposures every day, 1 follow-up every day.

Daily Actions: Personal Brand Building

- ◇ Create one new piece of content every day (SM Post, Video, Blog post, anything...)

Daily Actions: Personal Development

- ◇ Professional Statement, "I am a Network Marketing Professional!"
- ◇ Affirmations: pick one daily. Don't have to have a new one each day, you can stick to one for several days, until it feels more natural when you say it, and until you begin to see it manifesting in your actions.
- ◇ Reading/Listening to Audio—30 minutes per day (15 minimum). Audio books and podcasts are great when you are commuting or at the gym—a good way to multi-task your limited time.

Weekly/Monthly Actions

- ◇ Create and Refine your Statement of Purpose. This should include your Vision and your Why. (Email me if you would like to see mine: penny@pennyskelley.com.)
- ◇ Attend company events, trainings, webinars and calls.

How the System Works for You

- ◇ You **connect with 5 people daily** (5 new people daily, since this works for PT or FT networkers) over 60 days >> **300 people**.
- ◇ You **create** generic, but relevant, **content** *every day*, with a call to action. The call to action can be as simple as reaching out to you, or clicking on a link for more info. (Be sure to read FB [Terms of Use](#), and other Social Media Platforms, before including Networking links.)
- ◇ Share this content across social sites/blog.
- ◇ 20% of the people you connect with actually pay attention >> 60 people.
- ◇ 10% join or become a customer—**6 new people in your business**.
- ◇ The other 54 share, engage, and expose their friends to your content.
- ◇ With 10% traction from 500 friends each, (10% of FB max of 5k friends) your **audience reach** is now (50 * 60) >> **3,000!**
- ◇ To learn how to further serve the 54 that said no (and some of their friends), while earning a commission, visit PennySKelley.com/nothanks

See Reverse for a Recap of All 17 Rapid Business Builder Tips



Rapid Business Builder

17 Proven Tips to Building Your Business With Speed and Strength

1. Daily Professional Statement of Fact—Set Your Intention
2. Build Your List Every Day (2-5 connections PT, 5-10 FT), Online or Off-line
3. Plug into your Company's System
4. Attend All Live Events—Convention, Training, Webinars, Calls...
5. Use Your Notes to Create Team Training
6. Use Training Notes to Create Generic Content to Share... Start Growing Your Personal Brand
7. Increase Duplication With Videos.
8. Set a Daily Routine For Personal Development (30 min daily).
9. Inspect What You Expect—Track Your Activities & How You Spend Your Time.
10. Daily Exposures/Presentations: Minimum 2 Per Day and 1 Follow-up Per Day.
11. Share Valuable Content Relevant to Your Audience.
12. Use Daily Affirmations.
13. Create a Statement of Purpose That Includes Your Vision and Your Why. Read It Aloud Daily.
14. Become an Evangelist for Your Company's Products; Share Benefits.
15. It's About THEM.
16. Follow-up Like the Champ You Know You Are!
17. Follow the 60-Day Rapid Business Builder Plan!