

ORGANO



ZONES TRAINING
MONTHLY FOCUS
TO DRIVE RESULTS

ZONES:

To Build Your Business – Mixers drive sales, teams, and results.

Follow the “5” and “1000” training – and you will see how holding consistent weekly Mixers drives Sales & Team Grow.



Zones

WHITE, BLUE, RED



During the month you will be doing all '3' zones every day, but during sections of each month your attention will focus on a key area 'more' to help ensure success.

Activities:

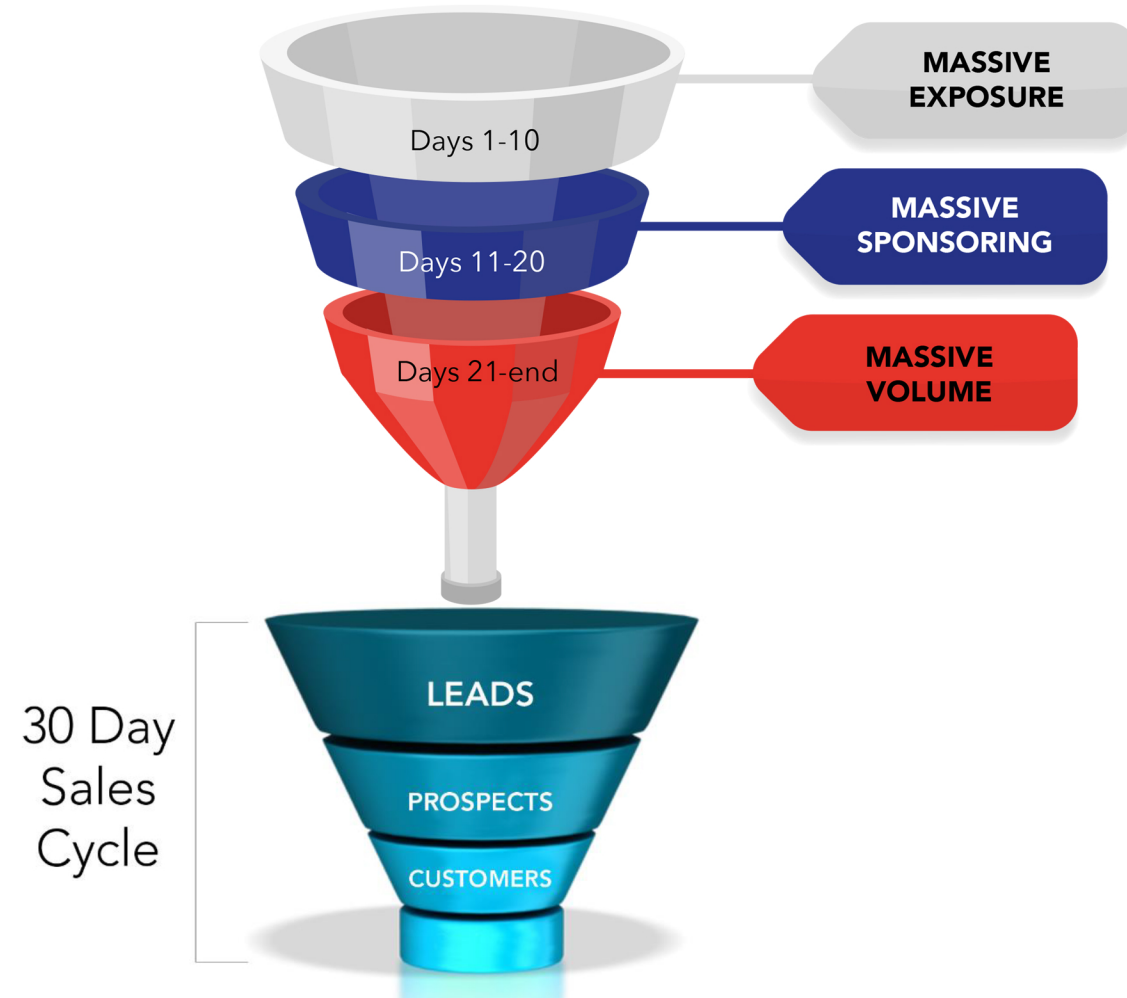
1. "Massive Exposure" - filling mixers with prospects and build your team.
2. "Massive Sponsoring" - focusing on closing new partners in your team.
3. "Massive Volume" - ensuring your month end, and your teams month ends strong.

White Zones Days 1-10th OF THE MONTH



“WHITE” ZONE = MASSIVE EXPOSURE

You will “ALWAYS” be in the white zone - but the primary focus of the beginning of the month is filling your funnel so that as you move into Blue Zone - you have tons of qualified prospects.



Blue Zones Days 11-20th OF THE MONTH

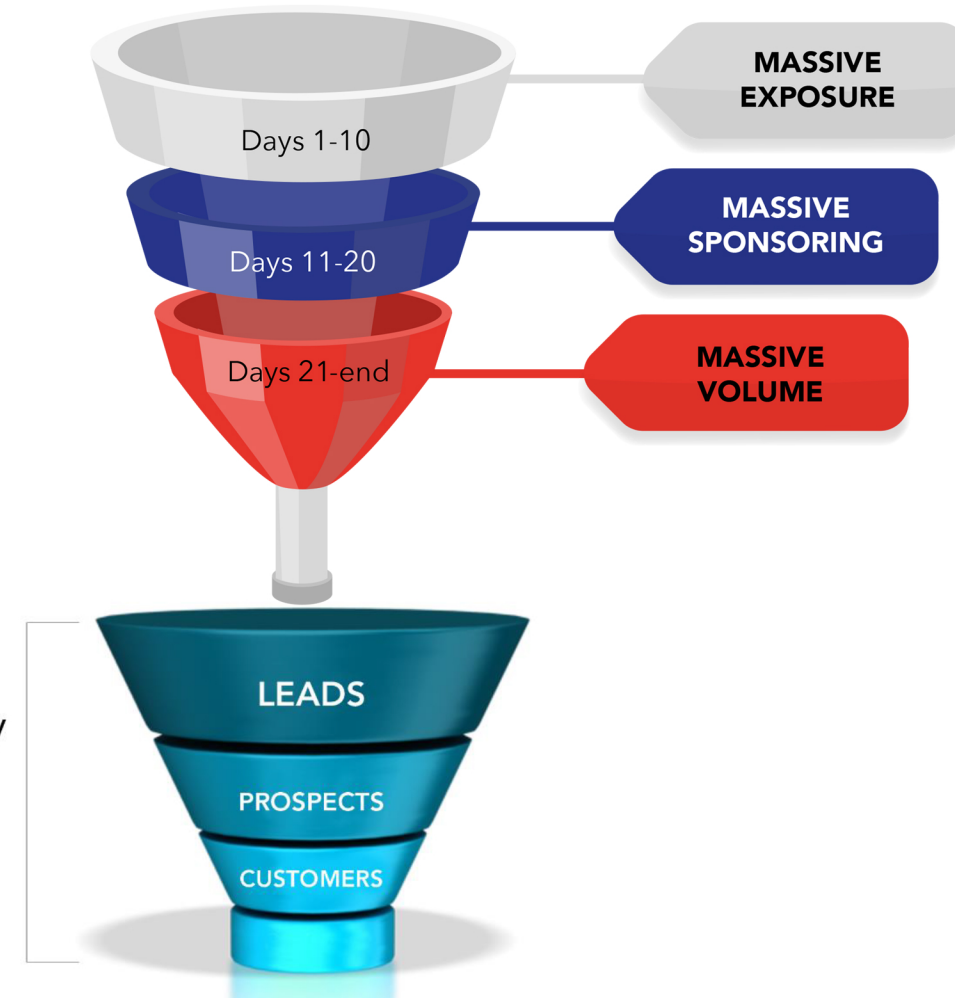


“BLUE” ZONE = MASSIVE SPONSORING

During the middle of the month - you are still holding mixers, but now you shift more “focus” to closing prospect via

- Follow ups
- 3 Way Calls
- Close - and get these new people starting mixers

30 Day
Sales
Cycle



Red Zones Days 21st – End of Month **OF THE MONTH**

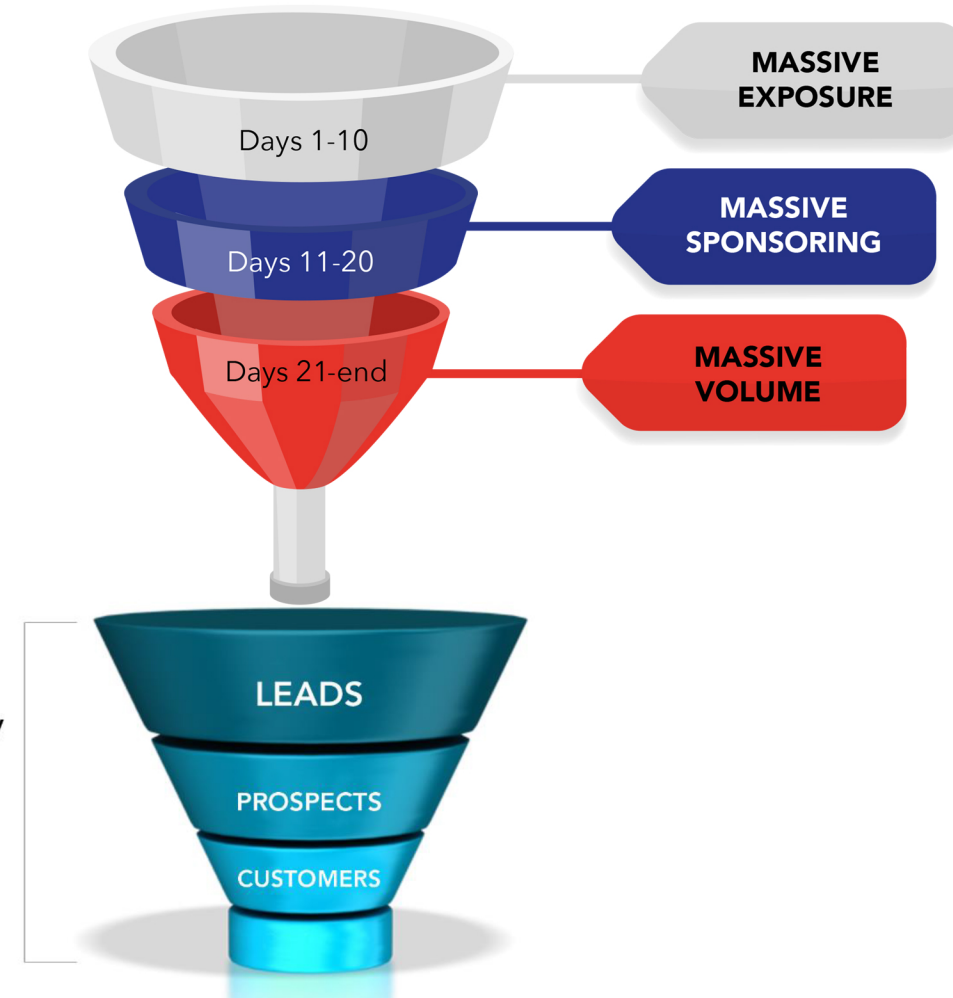


“RED” ZONE = MASSIVE SPONSORING

During the end of the month - you are still holding mixers, but now you shift more “focus” to Helping Your Team make month end!!

- Dig deep - who is close to a rank?
- Who is \$500 away from a rank? Bonus?
- Help your team close -and you win. Team work makes the dream work!

30 Day
Sales
Cycle





| MONTHLY ZONE FOCUS | | | |
|--------------------|--------------------|---------------------|------------------------------------|
| DAYS | 1st - 10th | 11th - 20th | 21st - end of Month |
| ZONE | | | |
| KEY FOCUS | FILL the Funnel | CLOSE the Funnel | HELP YOUR TEAM Close the Funnel |
| | FILL FUNNEL | FILL FUNNEL | FILL FUNNEL |
| | | | |

