

ORGANO



BUILDING A TEAM

1

Find your **REASON WHY**



One of the most important exercises you can do as you begin your business (and as you begin new partners in business) is to identify your “Reason Why”. What is driving you emotionally to develop a successful business? Your “why” is your long term vision for success in your business. If time and money were no issue, how would your life look? Where would you live? What would you drive? What would you do with your time? Would you have any debt? In other words, what will a successful business do for your life, your family’s life, and your lifestyle?

2 Customer Acquisition Program

PREFERRED CUSTOMER PROGRAM



How would you like to drink your coffee everyday for free? All you have to do is enroll 3 or more preferred customers to purchase one of our product packages in a calendar month and your next month is free.



3

Set Your GOAL



Achieve the rank of Consultant in the next 30 days and you'll receive an extra \$_____. One of the ways to achieve consultant status is through the sales of an ORGANO™ Silver Promotional Sales Pack or an ORGANO™ Gold Promotional Sales Pack, or accumulate 1,000 PQV, no time limit.



4 Prepare for **LAUNCH**



“ The Goal is to **DREAM**
With a **DEADLINE** ”

- Napoleon Hill

Host OG mixer parties right away! Review the toolkit for tips on making your first party a resounding success. Make it your goal to have a second mixer during the first two weeks, so in essence plan at least one mixer party every week.

First OG Mixer Date: _____

Second OG Mixer Date: _____

5

Master the Exposure **PROCESS**



The best way to share the ORGANO™ experience is to share the products and third party tools with your friends, family, and acquaintances. Leverage resources (product brochures) and support team (team leader and customer service) to help you build your business quickly.



6 Build Your LIST



You just need to recall all the people you have met to date and write their names in your contact list. To recall people in your contact list, you can use some memory joggers like:

- Your mobile phone list
- Your email ID
- Facebook, Twitter, and other social media accounts
- Reviewing old business cards of people you met somewhere before
- Take out old photographs
- People you invited for weddings, parties & other occasions
- Your high school and college colleagues
- Your previous and current office colleagues
- Your previous, current neighborhood people
- Your Relatives, Friends
- Professionals you know – Doctor, Teacher, Lawyer, etc.
- Learn prospecting & increase your contact list everyday
- A study says that a normal human being, by the time he/she reaches 21 years of age, knows at least 200 people.

