

Biz Building Tips

1 BUILD RELATIONSHIPS using **F.O.R.M.**

Inquire about **F**amily, **O**ccupation, **R**ecreation, **M**otivation (goals & how to reach them).

Keep in mind, W.I.I.F.M. (**W**hat's **I**n **I**t **F**or **M**e, for the customer?)

2 FLOW Formula – **how many people to talk to?**

Spare time biz: speak with **2** people / day

Part-time biz: contact **5** people / day

Full-time biz: contact **10** people / day

3 Who do I speak with? **The 1-5-10 Rule**

1= a few friends you just hang out with, low key who love you no matter what. Be VERY direct. Introduce them to the AOscan perhaps offering a free session.

5= 80% of your contacts. They know your background. May be skeptical of your enthusiasm & have lots of questions. Free AOscan session.

Indirect Approach –

Once they've had a scan, ask 'how did you enjoy the scan?'

Inquire about friends who might be interested in the AOscan.

"Do you know anyone who would enjoy this device?"

10= people you look up to, biz-minded whose opinion you respect. Feed their ego w/ "I need your help, I respect your opinion. Could you look into this device?" Free AOscan session.

4 Proper Social Media Etiquette: **Use 1:5 ratio. Avoid the N.F.L. Club - No Friends Left Club.**

For 4 posts, use a cool quote, amazing family story, food you enjoying, a book you're reading, etc. then PEAK someone's interest with AOscan info every 1 out of 5 posts.

5 Impatient about the Recruitment Process? **RELAX...allow the process.**

It can take time as the person:

DID NOT HEAR what you heard ...



DID NOT SEE what you saw.....



DID NOT READ what you've read.....



HAS NOT MET the people you have met!



Most of all, have FUN!!!