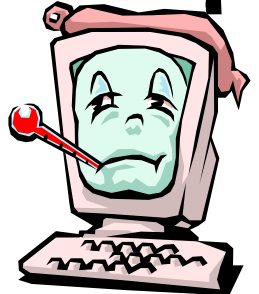


BUILDING VS. MAINTAINING YOUR PREMIER BUSINESS



ACTIVITIES OF BUILDING & MAINTAINING



Both are essential to building your PREMIER business, but keeping it in balance is the key! The tendency is to spend more time trying to organize and maintain. If you are not careful, you can organize and maintain yourself out of this business!!

BUILDING:

- ❖ Home Shows
- ❖ Bookings
- ❖ Prospecting / meeting new people
- ❖ One on Ones (Personal & Downline)
- ❖ Opportunity Presentations
- ❖ Training's

MAINTAINING:

- ❖ Calling Downline, Hostesses, etc.
- ❖ Customer Service
- ❖ Managing Your Business
(Finances, Organizing Office, etc.)
- ❖ Newsletter, Information to Downline
- ❖ Working on your computer, E-mail



ATTITUDES OF BUILDING & MAINTAINING



- ❖ Motivated
- ❖ Excited & Energized
- ❖ Enthusiastic & Encouraging to others
- ❖ Enjoy & look forward to talking to your people
- ❖ Positive & upbeat about the future
- ❖ Persistence, don't stop at "NO"
- ❖ Positive & Patient (it takes time)
- ❖ Determination...won't quit!
- ❖ Can't wait for your next Home Show
- ❖ Everyone wants to book

Note: Everyone you talk to is interested

- ❖ Unmotivated
- ❖ Tired & Low Energy
- ❖ No Enthusiasm, Critical of others
- ❖ Sick of the phone ringing, don't feel like talking to your people
- ❖ Fearful, worried about finances, future, etc.
- ❖ If you hear another "NO" you'll scream
- ❖ Negative, look for things to criticize
- ❖ Thinking about quitting Premier
- ❖ Home Shows are an inconvenience
- ❖ Low or no bookings

Note: No one is interested (the only people you talk to or know are in Premier)

**THE CHOICE IS YOURS...
SET YOUR PRIORITIES & SPEND YOUR TIME WISELY!!!**