The McNelly Training

Q.I. Filtering System

- The Q.I. List Builder
- The Q.I. Invitation
- The Q.I. Interview
- The Q.I. Meeting
- The Q.I. Followup
- The Q.I. Getting Started

GETTING PEOPLE STARTED CORRECTLY pg 1

Be careful, how you start someone because it's how they start their people, and it will get duplicated down to 1000's of people in your organization.
Most important is the Getting Started Process should only last **45 minutes**, no more no less. Below is an Example of what needs to be covered:

1. The 8 STEP SYSTEM that you start every Distributor.

- Find out how they want to Participate: CUSTOMER, AMBASSDOR, BUILDER.
- Plug Distributor into where to get Info./Links to the PRODUCTS/SERVICES.
- Plug Distributor into where to get Info./Links to the BACK OFFICE/ORDERING.
- Plug Distributor into where to get Info./Links to the BUSINESS/COMPENSATION PLAN.
- Plug Distributor into where to get Info./Links to the TEAM/COMMUNITY.
- Plug Distributor into where to get Info./Links to the SYSTEM OF TRAINING.
- Plug Distributor into where to get Info./Links to the WEBSITES/APPS.
- Plug Distributor into where to get Info./Links to the COMPANY/UPLINE TEAM.

2. Teach your Distributors that THIS IS A BUSINESS, not a Membership Club.

89% of the world are EMPLOYEES and have no understanding of what it really takes to get a TRADITIONAL BUSINESS off the ground, let alone a Networking Business. As an employee everything's been done for them; from the Rent, Equipment cost, Inventory, etc..... Most don't realize what it cost to start just a Small Lawn Care Business, from the Commercial Mower at $3-6,000, the Trailer at $2-4,000, the accessories, gas, business fees, licenses, insurance, etc....this could end up between $5-15,000. What I've seen over the years with our profession is that people come into most companies with a $400-$500 kit which they will spend over the weekend to see a ballgame, see movie, going out to eat, all the weekend things we spend money on. The cost to get started in the Networking Industry is so small compared to the traditional business most people don't take the business seriously, they treat it like a Membership Club. So, here's how I start a brand new person started from day one, I explain to them what I just shared about being an employee; starting a small business, the investment involved, and the details of a real business. I ask them to take out their checkbook and write a Fake check for $65,000 (which is a National Avg) and make sure they realize that the note on that check will Fictitiously come due every month whether they make any money or not. I ask them what would be in their schedule tomorrow with an $800-$1,000 Note coming due in the Next 30 days. I want them to start from day one to treat this like a Real Business and look for a return on their investment, because we know if taken seriously, it will do the Big Volume of a Traditional business without all the negative hassles and return an Incredible Income and Lifestyle if done properly.

3. SLOW DOWN to establish the relationship boundaries SO YOU CAN SPEED UP LATER.

I feel it's important to Slow Down with your new person a little, versus going for the Juggler with "give me your list", "let's start calling people", "come to this event", etc..... and talk about the things that have been the reasons for so many people walking through the REVOLVING DOORS of this industry. I share with them that it's been shown that 85% of People QUIT most things they start like, Diets, New Year Resolutions, etc.... so I want to develop a relationship and set up a training system with a new person so that we can help them not be in the 85%. I share that it's been proven that when a Personal Trainer is involved with a person that starts a new fitness program, they have a bigger chance of succeeding and staying with the training versus people that do it by themselves. One of the ways that gives you an opportunity to be that Personal Trainer with your new person is what I talked about with the PROVIDE, PROTECT and PRESERVING for your new Distributor, and SERVING them in the beginning by going out and literally doing some of the BASICS FOR THEM. Next I want to bring to the table next, the topic of what I've seen kill every organization, church, marriage, etc.... and that's Relationship Challenges. It's obvious that relationships that turn bad have destroyed some of the most Incredible Partnerships in history and no matter what you might do on your end to try to preserve a relationship, some people are so caught up in the situation that they're Blinded to a Solution to the problem. I sit down with a new person and share with them that I'm going to make mistakes in the months to come; so, I need them to make a SOLEMN PROMISE with me that if I do anything that offends them that they will IMMEDIATELY come to me so that I can correct my mistake so we can move forward from there instead of it destroying all the good work we have done so far. I emphasise again that they need to make a Solemn Promise and I stress how important this is in our Business Partnership and its Success! And last, with Topic of Relationships on the table, I ask them how they want me to Approach Them with how I Train & Correct Them, in other words how do they Want to be Taught. Do they like an INDIRECT APPROACH with me giving them suggestions, and they can take it from there, or do they like the DIRECT APPROACH where I tell them the Direct Truth with how their actions, relationship, leadership is working or hurting their team. This is a vital conversation to have because you have so Many Personality Types that it's important you discuss how they want to be trained, corrected and told the things that will help them grow at the highest level possible.

GETTING PEOPLE STARTED CORRECTLY pg 2

Be careful, how you start someone because it's how they start their people, and it will get duplicated down to 1000's of people in your organization. Most important is the Getting Started Process should only last 45 minutes, no more no less. Below is an Example of what needs to be covered:

4. Teach your new Distributors what they're TRYING TO GET ACCOMPLISHED.

One of the things I've seen over the years in this industry with a lot of organizations, with all the training done most Distributor don't knows exactly what they're trying to get accomplished at that moment or stage of their business. A lot of people go out and put a lot of action in, or throw a lot of mud against the wall to see what sticks. While others sit around and dream of what it will be like someday and put no action in. I'd rather have the person that puts in the action, but I've found in the long term when people don't have an idea of what they're trying to get ACCOMPLISHED they end up frustrated in the end. I compare this to putting a 5,000 piece puzzle together. The people that are really good at puzzles know that they first need to find the Corner pieces, then find all the straight edge pieces so that they can put together the FRAMEWORK or foundation of the puzzle. The same goes with the Networking Business, it's important to set down and help people put together an image of what that Framework or Foundation of their business looks like. The Goal here is to Show them the first steps, set up a Goal with a Date on it, and the real activity level it's going to take to get it accomplished. Be honest with them about what it's really going to take without any HYPE (remind them of the 100% Successful Philosophy). Most are not people of Vision or being able to see things with a long term view, so it's important for you as their leader to cast this vision and show them an image of where they're going. This might sound simplistic, but most leaders and distributors are building their business or putting their puzzle together without knowing what the IMAGE on the front of the PUZZLE BOX looks like. The goal here is to show a Simple Pattern that allows them to reach that first Rank or Level. When they accomplish that Goal, it's like you've shown them how to pull all the puzzle pieces together that look like green grass or blue sky to build the middle part of the puzzle. After doing this a few times, your Distributors are going to start seeing WHAT THE IMAGE looks like. This creates a Drive and Momentum in your Distributors which creates a Desire to finish the whole puzzle so they can see and live the lifestyle that's on the front of the puzzle box. NOW THEY KNOW WHAT THEY'RE TRYING TO ACCOMPLISH. You have now shown them how to simply go back and look at the front of the Box and remember what that image looks like and what they're putting together. The work and mechanics of building your business is vital, but knowing what you're trying to accomplish every time you go out and do anything in your business is more important in the long run and will save you a lot of time. When you turn around down the road, you will see that you have a lot of Leaders and people of Vision in your business versus you being the only one that knows how to cast a Vision for your team.

5. No one likes walking into a BUSINESS CLIQUE, so take steps to get everybody PLUGGED IN.

Like the old saying "you only have one chance to make a good impression", I feel the same goes with the impression that a new Distributor has on the Team that they're getting ready to join. The community that you have created is the kind of environment that at the smallest get-togethers of just a few people to your Big Events with 1000's, an environment that every type of personality feels welcomed from day one, or does it feel very cliquish? The Big Mistake I've seen with many leaders over the years, is that they tend to spend time and talk to the people that are already building the business versus making sure that they get to know all the NEW PEOPLE in the room, getting them good seats, and introducing them to all of the other leaders. Everybody wants to belong, feel like they are accepted, but more important feel like they are Part of THE TEAM. I feel the goal is to spend as much time as possible creating an atmosphere of the event for every new person to feel like they have found a home. I noticed one of the New Up and Coming Leaders on the team leave the backstage area of the arena and literally went through the entire crowd of about 18,000 people very quietly and shook hands with everybody on his team and welcomed them to the weekend one by one. Just a few short years later, he was having his own Function with 18,000 people attending and to this day; it's probably one of the tightest, happiest and problem free organizations that I've ever seen in all my years in this profession. He could have spent the time backstage with all the Big Leaders asking questions, getting pictures, etc.… but he took his time to greet his whole team personally. I asked him about it later and he said, " I didn't come here this weekend to relax in my success, I came here to work this weekend. He said "I only really get 3-4 times a year to see everybody on my team in the same place at one time; so my goal is to get to know as many of them as possible and to make sure they know that I appreciate them and everything they're doing and I'm excited to have them on the team." Visually, I saw as if he took a big sewing needle and went through the whole coliseum and stuck it through everybody on his team one by one, and at the end, pulled it tight, gathered them all together under one team and tied a big knot at the end of it.

6. Show your Distributors how to do the WORK ONE TIME and GET PAID FOREVER for the Work.

The secret to Closing the Revolving Doors of your business is to make sure that you GO BACK and teach YOUR DISTRIBUTORS that are getting people started that it's imperative that they follow the same process of closing the same Revolving Doors. A lot of people talk about the word Duplication and Residual Income with much of it is tied to the Mechanics, the Skills of Inviting, and Sharing your business; but I feel that these first TWO CHAPTERS could be poured into your business team and most of the Revolving Doors of people that come into your business, and then leave your business would be 75% complete. Put these processes in place, and you'll see something happen to your team; people will feel and see a Real Community = "Common-Unity."

DOOR #1: THE KEY BUSINESS PHILOSOPHIES

DOOR #2: STARTING NEW DISTRIBUTORS CORRECTLY