**Getting A New Rep Started Fast In Network Marketing - 2 Tips**

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There is a big difference between getting a new rep started fast in network marketing  
and getting a new rep duplicating fast in network marketing. If you’re a great salesman…  
You may not be so great at the latter.

**When I first started, I thought getting a new rep in network marketing meant I had to become a good salesman.**

With this mentality, I thought I was going to CRUSH it!

I read a bunch of books on sales…

Had a few sales jobs…

Sold door-to-door…

Worked in a phone room making sales calls…

This network marketing thing was going to be a walk in the park!

Can you guess what happened?

I was WRONG!

It took me five years to get to a full-time income.

I was great at closing but couldn’t get my new representative to duplicate!

**Realize that top salespeople don’t always make the best network marketers.**

Why?

Here’s what happened in my case:

I would enrol someone, close them, then celebrate and move on to the next one!

Thinking back, it’s actually kind of funny.

The big money in network marketing comes from duplication…

From building leadership and training.

Here’s a quick tip:

**When getting a new rep started fast in network marketing… DON’T celebrate**

Not yet at least…

Let me explain:

I owned my own network marketing company for a handful of years.

We hired the number one firm on retention to educate us on how to keep our representatives.

Through the education process, they laid some stats on me.

The greatest attrition comes in the first 60 to 90 days.

That means people are most likely to quit in the very beginning – within’ the first few months.

So, in my opinion, you shouldn’t be celebrating unless that person you just recruited…

Recruits somebody else.

If we know that people are most likely to quit at the beginning…

The number one thing you can do to get someone to stay with you long term…

Is to get some success under their belt and get them in motion.

There is literally a law in physics that states: *An object in motion tends to stay in motion. An object at rest tends to stay at rest*.

If you don’t get people into action quickly, they’re very likely to never get into action at all and never duplicate.

So, how do you get them duplicating quickly?

Here you go…

**2 tips for getting a new rep started quickly in network marketing**

Here’s the reality:

Leaders lead.

People are used to be told what to do & almost WANT to be told what to do (whether they realize it or not).

When we’re growing up, our parents tell us what to do. When going to school, our teachers tell us and when getting a job, our bosses tell us what to do.

People are used to being led.

Alright, now that we’ve got that settled…

Here’s the first tip for getting a rep started fast in network marketing:

**Give them a quota & clear the date!**

Yes! Give them something to do.

Give them a sales quota to hit or an event to attend.

Invite them to an event…

…but do it tactfully by clearing the date.

What does that mean?

It looks like this:

**You:**“Hey Bill, what are you doing Saturday afternoon?”  
*Notice I didn’t ask if he wanted to go to an event on Saturday afternoon… Bill would most likely come up with an excuse not to go.*

**Bill:**“Nothing. I’m free.”

**You:**“Awesome! Let’s get you off to a fast start and attend the training event this weekend”  
*You’re much more likely to get a “yes” if that person already committed to telling you he/she didn’t have any plans.*

**Want another example? Of course you do…**

**You:**“What are you doing tomorrow for lunch?”

**New Rep:**  
“Nothing”

**You:**“Great! We’re going to get your business launched tomorrow. What I want you to do is have at least two people come to lunch. Now, I’m going to come and I’ll actually show the business for you. You invite and I’m going to show you how this works.

This is called job training.

When you just enrol someone and tell them, “go get them tiger!” people are very unlikely to actually ‘go get them’.

They need some leadership so I’d say something like:

“Well, I want you to have at least two people. Now, you probably need to have three or four say they’re coming. I would recommend you have about four who say they can come to lunch because people have things come up. They have to work late or something random happens.  Once you’ve invited them and confirmed lunch, you can let them know, that you’ve got an idea that you’re working on and you’re excited about sharing it with them. That way they know they’re going to see something and then when I’m there, I’m obviously your business partner with the idea. And so I’m going to go through and do everything.”

See how much more effective that would be than to just tell them to ‘go get em’ and go watch the company trainings?

You want them training, sure…

…but you want them to take action more than anything.

**Ignorance on fire is much better than knowledge on ice.**

Alright, here’s one more quick tip to get a new rep started fast in network marketing:

**Have them set a goal!**

People are more likely to go do something if they have a goal.

This might look something like this:

**You:**“Is this something you’re pretty serious about?”

**Bob:** “Yes”

**You:** “Great! Would you like to make all your money back next week?”

**Bob:**“Yes!”

**You:**“Are you willing to follow my coaching to make that a reality?”

**Bob:**“Yes!”

**You:**“Great! What I want to do right now is write down your top 10 people that you know best. Let’s send them a text right now & get some appointments set.”

This gets them to make a commitment to you.

If they don’t do it…

They’ve gone back against something they already committed to.

These strategies have been instrumental in my growth…

So, go take massive action and get some new reps duplicating quickly within’ your organization!

**If you want some advanced training on leadership**

Feel free to hop over to [LeadwithMatt.com](http://LeadwithMatt.com). I’ve got some strategies there on becoming a powerful leader and recruiting powerful leaders.

I’d love to hear what your biggest takeaway was out of this in the comments below.

If you feel like this can add some value to some others, feel free to share it.

Take care.

If you’d like to learn how to impact others, check out this [blog post](https://www.mattmorris.com/impact-others-dont-let-fear-hold-you-back/).