

PROSPECTING THAT MAKES EVERYONE FEEL GOOD (PART 2)

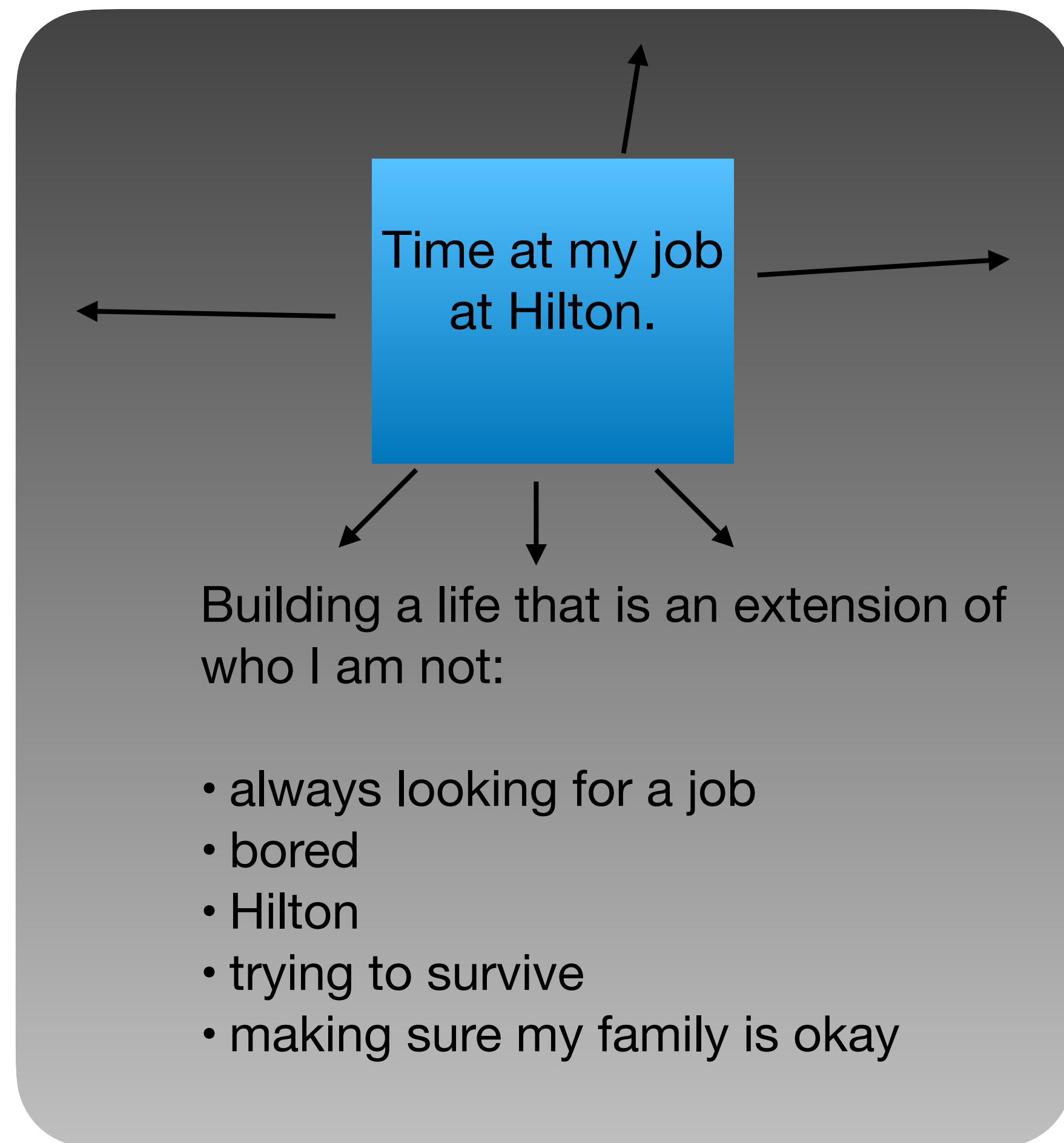
KICKSTART NONACTIVE RECRUITS WHO ARE GETTING DISTRACTED, LOSING THEIR MOMENTUM, & GETTING STUCK.

VICKY LEE - - MAY 30, 2020- PRIMERICA

STEP 1: SANDRA RECRUITS FULU

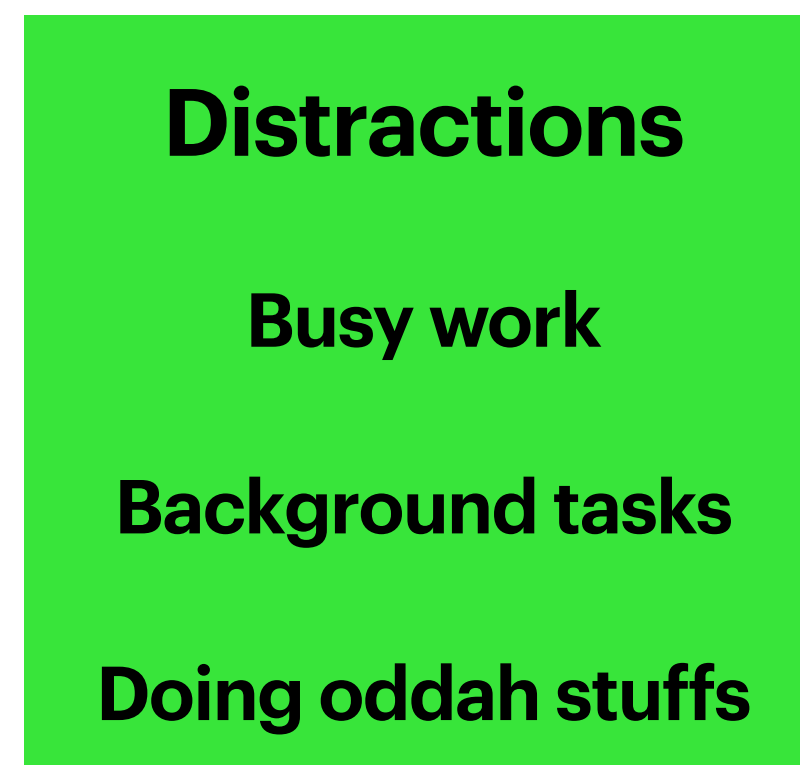
**STEP 2: SANDRA CAN'T GET FULU TO
WORK ON BUILDING HER BUSINESS**

WHEN THE ISSUE IS: TIME

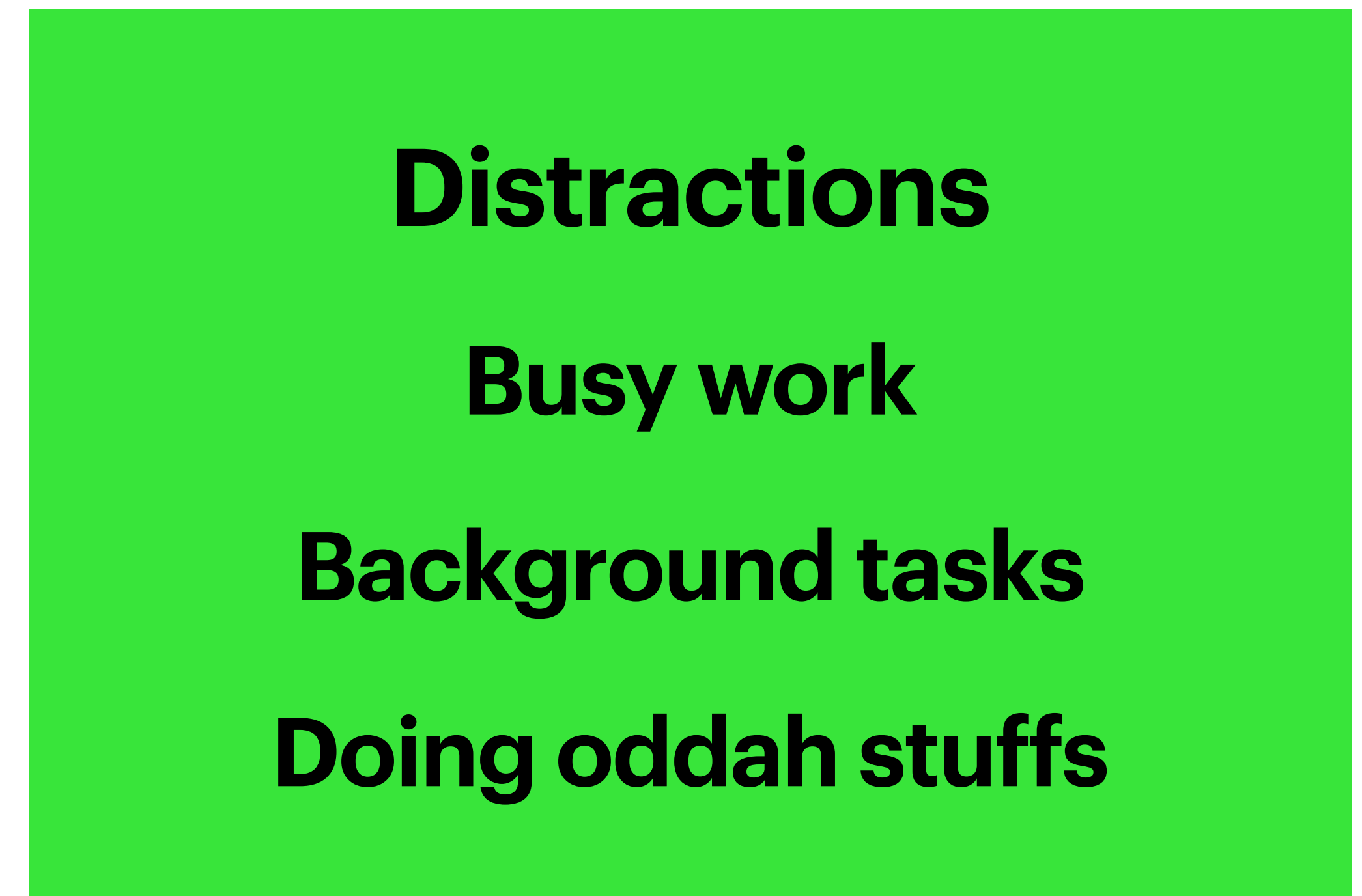


STEP 3: COVID19 SHUT DOWN

“NO TIME” IS NO LONGER AN EXCUSE. NOW, IT’S “DISTRACTIONS”

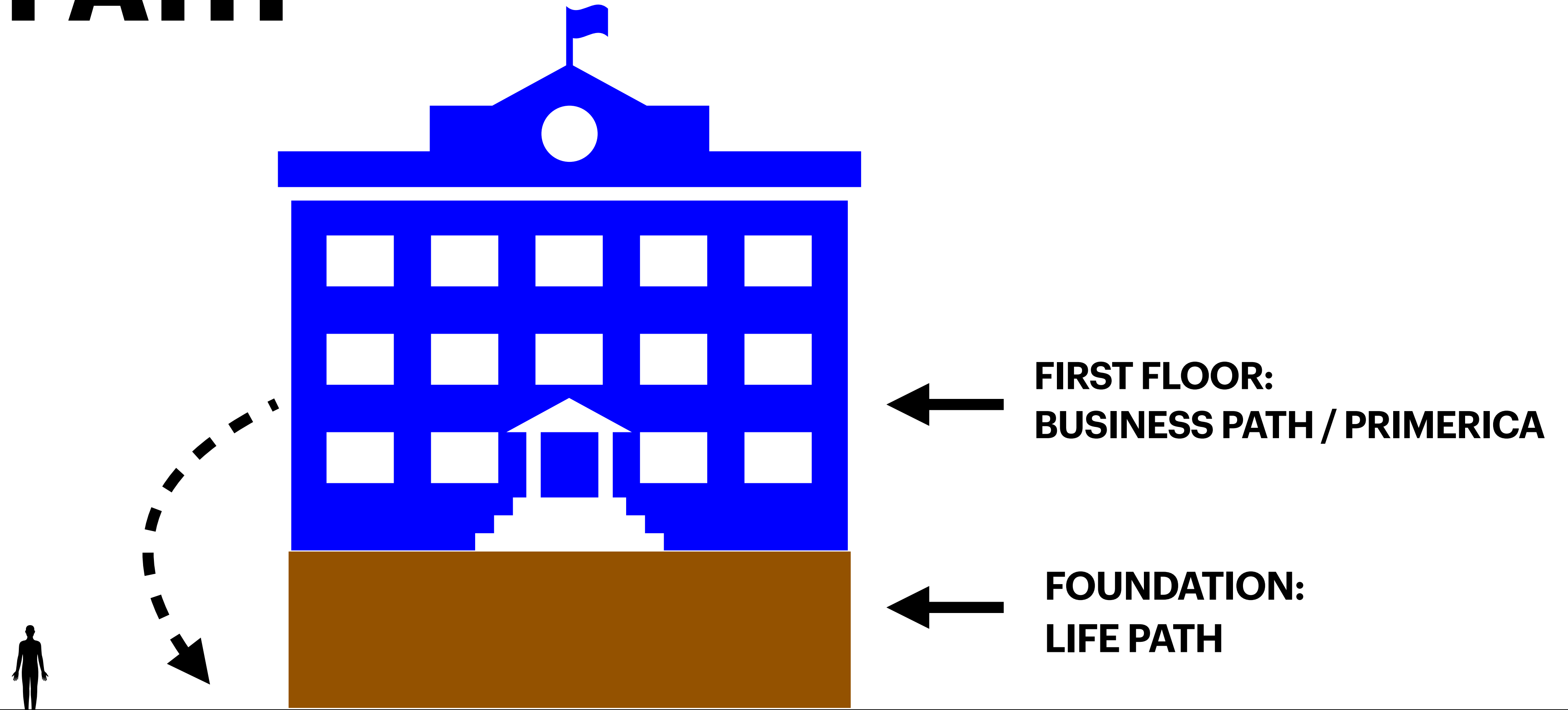


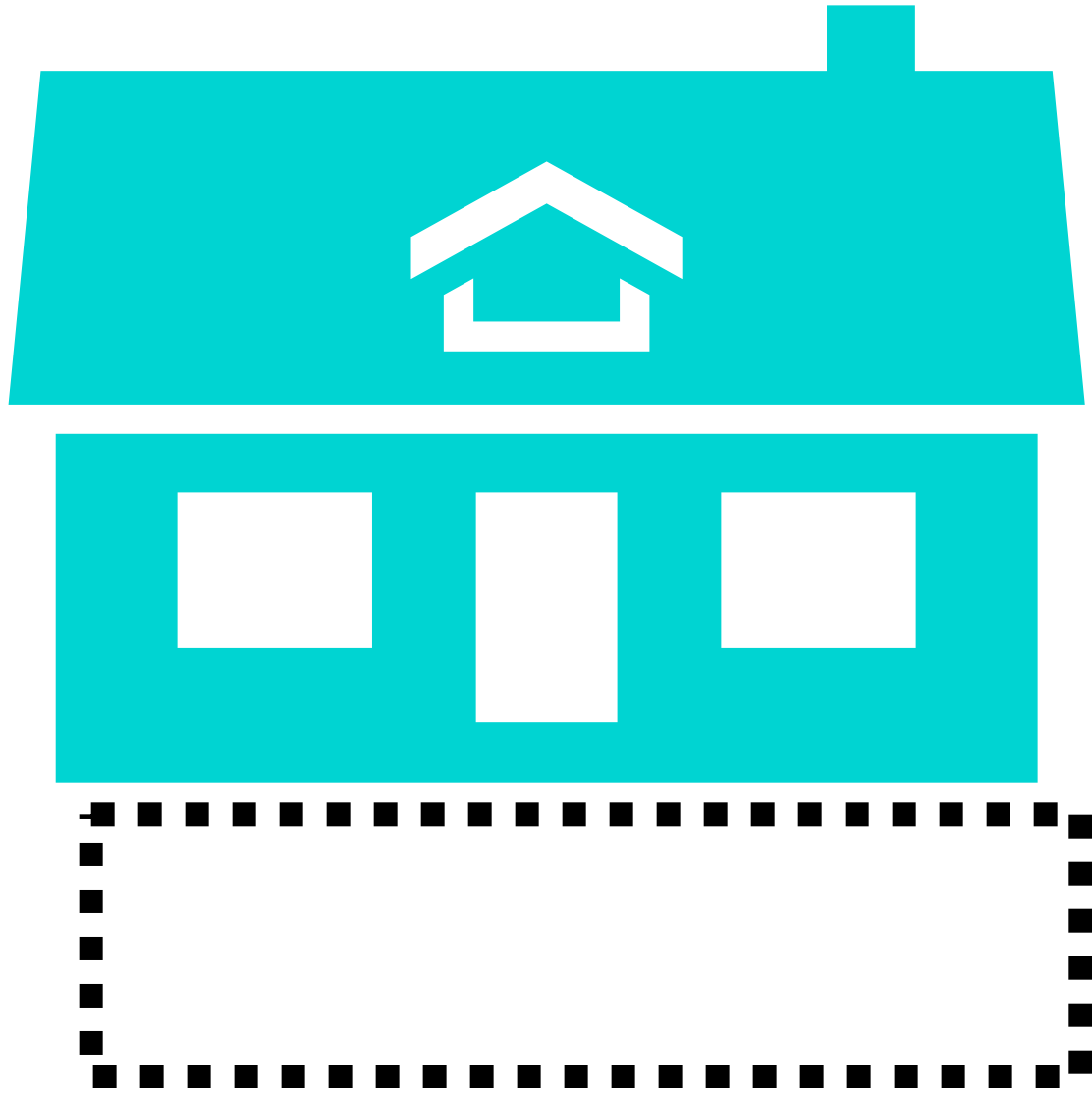
Before COVID19



After COVID19

MY LIFE PATH



Before COVID19	During COVID19	Now
		
Fulu's foundation is her job at Hilton	Fulu has lost her job and therefore, her foundation. This is when Sandra should be reacting, "Oh? You no more one foundation?" Sandra has a window to stick in a good new foundation right when Fulu loses her old crappy foundation.	Help Fulu create a foundation, which is her life path. Her life path is Team Mana.

STEP 4: HOW DO I ACTIVATE A NONACTIVE RECRUIT?



STEP 1: BE A LIGHTHOUSE. SHINE!

SINGLE SPOT LIGHT! SHOW OFF A RECENT SUCCESS STORY AND BE HAPPY.

CONSISTENT BRIGHT LIGHT. SOCIAL MEDIA.

STEP 2: GUIDE THEM HOME

NONDIRECT CONTACT. CONTACT THE PEOPLE THEY KNOW. THINK OF IT LIKE DATING. ENLIST THE HELP OF YOUR GROUP.

CONTACT! CONTACT! HAND HOLD THEM BACK TO SHORE.

STEP 3: BACK ON SHORE

CELEBRATE! HAVE A PARTY WITH FOOD, DRINKS, MUSIC.

SPACE! CREATE A SPACE WHERE THEY CAN BE WHO THEY REALLY ARE. LIFE PATH QUESTIONS. CREATIVITY.

SCHEDULE! WEEKLY TEAM MEETINGS

VICKY LEE

PLEASE SIGN UP ON MY EMAIL LIST AT:

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