

The problem is not recruiting. The problem is my self esteem.

Neolina Matiaki

- I'm the only one licensed.
- I'm trying to pull everyone up.
- I wish they'd just tell me, "No," instead of leading me on. Do they or do they not want to do it? Do I leave them to side? I'm the one who brought them in and I also want to bring them up.
- I've been in this business for 10 months. At the same time, I have to build myself—study. Hard for me to move forward when I see other people not climbing with me.
- Do I leave them there and go?
- Sinita: Worried about others. We can do enough. Do your best and move forward.
- What I'm really asking: Should I dump weight so that I can climb faster, or should I take on more weight and climb slower?
- Options:
 - 1. Leave them, because if they really wanted to climb, they would have come with me.
 - Knowing WHY is very important.
 - They don't WANT to or they CAN'T?
 - I'm not forcing honesty. Did I build enough trust for this person to be honest with me, to tell me the truth.



Saturday, June 27, 2020

- If I did not build enough trust, I do not deserve the truth.
- If I did build enough trust, I do deserve the truth.

Name	Did I build enough trust for them to be honest with me? (scale 1-10)	They can be honest me.	Question their honesty	Making them think about their life.	But I need you to make a choice, so i can schedule my future.
A - neighbor	Yes. 8	Can you tell me what's going on?	If you really wanted to climb, you'd make time to climb with me 3 hours a week.	Is being busy more important to you-- than building to your success/ being successful?	We need to stick to a schedule. And if you don't show up, I'm going to invest \$3k /month of my time/energy/focus on someone else.
B - neice	8 Yes.	I didn't see you today. What happened?	Then how come you never text me or tell me?	How much do you want it? How much do you want to be there for the training? That's not a "yes," that's a "but" It doesn't make sense to me. Then how come you never show up to any of the trainings?	(niece giving me the runaround) I'm sorry. That doesn't work for me. Option: If you show up every training 4 times a week, 6 weeks, I will take you back. Otherwise, I don't want to invest in you.
C - friend	Maybe 6				
D - Classmate	6 Maybe				

Kimberly Letua

- Been in business for 2 years.
- **Up and down.**
- **Sometimes making a lot of money. Sometimes, not.**
- I no like chase nobody.
- If I have to chase you, tells me you don't want to do it.
- Chase you gives me less opportunity to find someone else who really wants the business.
- At the same time, where do you tell your niece -- she has to be grown-- talking to one grown person, not a child. Well, how come you never call me?
- Had a lot of things happen after I started. Cousin passed away and I raised her 4 kids.
- Me and my soon-to-be-ex-husband, the process was kinda rough.
- I was out on worker's comp because I got injured at work. Prison sergeant triple-C.
- Heard it from Ian Prockner, the right people that is under you.
- Give them an opportunity to pick it. Sometimes, people don't know. They want somebody to tell them or show them something. To be that leader and step out of your own comfort zone and once they see you making it, they will say, "Oh I should've gotten on board." Always a chance to go back and say, "So what you think about the business?"
- Primerica is amazing, the whole company. **I've seen it all.**

Neo walks away too soon. Kimberly stays too long.