

The System: Action Plan

Having undergone the entire process of training up to this point, we will now take a general overview and what should in essence be the action plan that you should take. The action plan simplifies what we have learnt through out into simple step one, step two, step three and so on and so forth.

Here's the overview of our network building activities.

Prospecting and inviting

- a) Invest in the following business tools
 - a. Current Diary A5 or larger (For appointments)
 - b. A4 Hardcover exercise book (For name list)
 - c. Mobile phone (For making appointments)
 - d. Open an email account.
 - e. Internet connectivity – where possible
 - f. Register for Tiens online resources
 - g. Tiens System Online resources: -
 - Tiens regular Newsletter (<http://lcp.trwv.net/lcp/lordsoracle/tiensnewsmailings/27541>)
 - Online email orientation (<http://lcp.trwv.net/lcp/lordsoracle/tiensorientation/27206>)
 - The Online prospecting system (<http://lcp.trwv.net/lcp/lordsoracle/tienstrustsystem/27754>)
 - Unofficial Tiens Resource site (<http://tienshi-africa.weebly.com>)
- b) Create a name list of at least 100 names
 - a. Keep adding new names to the list (dynamic list)
- c) Grade that name list and start with your best scoring prospects
- d) Make calls and set up either of the following (minimum x5 invites a day x 5 days a week)
 - a. Appointment to drop package (Booklet or DVD)
 - b. Invite to OPP (Open Plan Presentation)
 - c. Collect booklets that have been dropped and prompt for presentation
 - i. If not possible, then opt to invite to OPP at earliest convenience
- e) If selling make sales calls (this is dependent on income targets)
 - a. For product demos and presentations
- f) Diarize all the responses given by prospects like
 - a. Appointments; Follow ups; Reminders

The OPP (*Approx 1 to 2 hours*)

- a) Ensure that all your prospects attend the OPP.
- b) Those that attend can be divided into three types
 - a. Those that register immediately – Follow up immediately with the Kit Handover
 - b. Those that will join later – Handle objections and then determine when to follow up.
 - c. Those that say no – Thank them and move on to the next prospect.

- c) Ensure that you diarize all the prospects and their responses so that you can easily follow them up on the appropriate dates.
- d) Follow up all the no-shows and find out what stopped them from coming through
 - a. Prospects and Downlines.

The Kit Handover (*Approx 20 to 45 minutes*)

- a) Immediately someone registers, they must undergo this process (no more than 48hrs after registration)
- b) The process must cover the five segments namely
 - a. Explaining the kit
 - b. Getting the first order
 - c. Scheduling for the NDO (New Distributor Orientation)
 - d. Review system tools
- c) This process must be done with every new downline that registers
 - a. You must help your new downline conduct the kit handover with their first two new downlines as well.
 - b. Let each of your downlines get the system sheet with this action plan as part of their notes (after the kit handover and orientation)
- d) Ensure that you take note of the following by diarizing these
 - a. When your downlines will invest their first \$200 to activate their Tiens 3 star status
 - b. That you follow up those that promise to “invest” by diarizing those dates
 - c. When they (your downline) will attend your scheduled orientation. This could also be the official orientation that takes place regularly at a Tiens office near you.
- e) Create regular days in the week for the following events in your network building activities
 - a. Prospecting – Phone calls (invitations and follow ups – all kinds)
 - b. Prospecting – Package delivery, collection and flier presentations
 - c. The OPP – Whichever day you have one at either a specialty store or the branch office
 - d. The kit handover – Preferably just after OPP or within two days of that
 - e. The orientation – Once a week (if you have any new downlines pending this) where you can orient over an afternoon. Try and get all you new distributors to sit in at the same one event (time constraints would prevent separate orientations as it would not be practical).

The Orientation (*2 to 4 hours*)

These are the 8 Steps to Success.

- a) The Dream
- b) The Promise – Commitment
- c) The Name List

- d) Invitation
- e) Presentation
- f) Follow up
- g) Check and Service
- h) Copy/Duplicate

The Nine Core Qualities of a network leader.

- a) Makes Presentations – (Serious distributors do minimum 3 – 5 weekly)
- b) Develops a customer base (Purely for selling purposes)
- c) 100% user of the products (All products that can be replaced by Tiens products are exchanged)
- d) Sets aside personal development time (Reading, watching and learning)
- e) Attends every meeting (OPP/Home meetings, Trainings and Events)
- f) Teachable (Willing to learn and listens to leaders)
- g) Accountable (For the new distributors in their organization)
- h) Edifies the sponsorship line (Always)
- i) Follows the system (To the letter – no deviation)

Further activities

- a) Make a point to connect into the “Millionaire’s Alliance” as soon as it is possible to do so
- b) Set and review goals regularly (at least monthly)
- c) Ensure an OPP is running in your network and area – connect into one or create one.
- d) Monitor your progress – through reviewing your goals
- e) Purchase your monthly consumption products
- f) Service your customers regularly
- g) Personal development – from Tiens System resources (via email) and other authors, writers, books, speakers etc...

True success comes when those that are determined keep doing the right things over and over in spite of all the setbacks.