



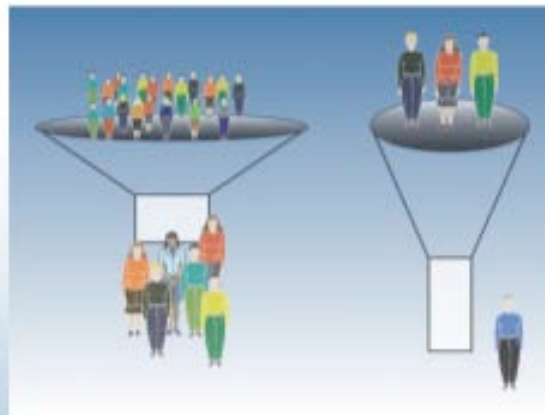
## Consistent Sponsoring Fill your Prospecting Funnel

Imagine your prospecting funnel. Imagine that as you reach out and talk to new people they are dropping into the top of your funnel. The idea is to consistently have a steady flow of new people dropping in.

While in the funnel ... you have the opportunity to offer information on both your products and your business. And ultimately, these prospects will drop out of the bottom with varying interest.

Some will have an interest in your products and they will become a customer. Some will show an interest in your business and they will join your team. Some will offer referrals. And some will have no interest at all. And however it shakes out ... it's all good! The point here is to always have a full funnel.

### Short vs. Long



Many prospects with  
short decision time

versus

Few prospects with  
long decision time



**List at least five activities that you commit to doing in the next 48 hours to move your prospects through your funnel.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Now ... step back and evaluate your prospecting pace. I certainly want you to follow through with the existing prospects in your funnel. However, I also want you to **KEEP UP YOUR PACE** for reaching out and talking to **NEW** people as well.

The two activities are not mutually exclusive, but rather support one another.

**List at least five activities that you commit to doing in the next 48 hours to reach out and talk to NEW people and increase the number of people in your funnel.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Remember ... those who consistently sponsor become the leaders who reach the top of their company's pay plan. Take charge of your prospecting pace and take charge of your destiny!