

Building a Strong Team (cont)

about a couple extra hundred dollars a week. So ask her, "Given the little bit about what you know about MK, are you interested in MK as hobby time, part-time or full-time? Because whatever you're interested in, I can tell you a little bit about."

However she answers, talk to her about that. So when she says I don't have time, you first want to find out what she wants. Do not become persuasive. She will come in and do nothing.

- **Lay out the facts and ask her to ask you questions.** Don't defend it or become defensive. She may say **My husband won't let me do MK.** Share that there are a gazillion stories of successful MK women whose husbands were not supportive in the beginning. But we know that most men love money! Let's first decide if this is something you want to do, then your 1st big sale is to sell your dream to him tonight. Give her a team building DVD. Try to watch it with her if you can. Answer her questions/objections right then.
- **I don't have the money.** Just look at her: she'll ask why. Just say, "Well if you don't have the money, then you need to do MK! I am so challenged talking with kind sharp women who don't have disposable cash, and I am sitting on an opportunity that will give you complete control over your ability to have cash. Tell me, when will you be ready to be in a position where you'd like to have complete control over disposable income whenever you want?" **This isn't the right time for me.** I understand how you feel. If someone had asked me at a skin care class, it wouldn't have been the right time for me either because I'd have been thinking about all the circumstances, not all the benefits. Now I'm going to ask you to do one thing: Because most of us think of all the reasons why we can't do it, now I'm going to ask you to think about why you could. Let's talk a minute about why you could do something, then let's talk about why you can't. (Turn it around so they can think in the right process.)

You won't close everybody you talk to, but if you don't talk to everybody, you don't stand a chance. Interview 3 women a week. Know what it is you want! And at the end of the interview, don't say, "Would you like to do MK?" Say, "Do you want to work with me, because I want to work with you?" Very personal.

Will You Quit or Start Over?

Thanks to Thomas Jefferson's genius, today we have the microphone, incandescent light, the storage battery, talking movies, photography, and more than a thousand other inventions. Even more than that- he was a man who refused to quit or get discouraged. His optimism was contagious and affected many who surrounded him.

An example is this story taken from a Biography of Thomas Edison written by his son:

His son recalled a freezing December night in 1914. It was at a time when still unfruitful experiments on the nickel-iron-alkaline storage battery, to which his dad had devoted almost ten years, had put Edison on a financial tightrope. The only reason he was still solvent was the profit from the movie and record production.

On that December evening the cry of "Fire!" echoed through the plant. Spontaneous combustion had broken out in the film room. Within minutes all the packing compounds, celluloid for records and film, and other flammable goods were in flames. Fire companies from eight surrounding towns arrived, but the heat was so intense and the water pressure so low that the attempt to douse the flames was futile. Everything was destroyed.

When he couldn't find his father, the son became concerned. Was he safe? With all his assets going up in flames, would his spirit be broken? After all, he was 67- no age to start all over. Then- in the distance- young Edison saw his father in the plant yard running toward him.

"Where's Mom?" shouted the inventor. "Go get her, Son! Tell her to hurry up and bring her friends! They'll never see a fire like this again!"

Early the next morning, long before dawn, with the fire barely under control, Edison called his employees together and made an incredible announcement: "We're rebuilding!"

He told one man to lease all the machine shops in the area. He told another to obtain a wrecking crane from the Erie Railroad Company. Then, almost as an afterthought, he added, "Oh- by the way- anybody know where we can get some money?"

Later he explained, "We can always make capital out of disaster. We've just cleared out a bunch of old rubbish. We'll build bigger and better on the ruins." Shortly after that he yawned, rolled up his coat for a pillow, curled up on a table and immediately fell asleep.