COACHING | LEADERSHIP | PROFESSIONAL DEVELOPMENT

You don't have to do all the work for your downline.

Here is a way to meet them half-way, and to sort out the time-wasters.

by **Tom (Big Al) Schreiter**

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You know the scenario. You are having dinner with your family and the telephone rings. The caller says:

"Hey, upline. My business isn't doing so well. What are you going to do about it?"

> ***Every failure wants to make it somebody else's fault or responsibility. If a distributor's business is failing, who really is to blame?***

Is the upline to blame?

Take an average sponsor who has been in the business for five years. Some of the distributors he sponsored are successful. Some of the distributors he sponsored are unsuccessful.

Yet, both the successful distributors and the unsuccessful distributors have the exact same sponsor!

Take a lousy sponsor who has been in the business for five years. Some of the distributors he sponsored are successful. Some of the distributors he sponsored are unsuccessful.

Yet, both these successful distributors and these unsuccessful distributors have the exact same sponsor!

So, you can't blame the sponsor. The responsibility for success lies entirely with the distributor.

If you tell a distributor that his failure is because of his actions, that's a little harsh. After all, if the distributor understood that he was entirely responsible for his success, well, he'd probably already be a success. So, how do you help your unsuccessful distributor focus on the real cause of his failure, his actions?

You could create a form called, "Request For Upline Assistance."

This form serves two purposes:

1.) It helps the unsuccessful distributor discover that his actions make the difference.
2.) This form protects you from the time-wasters who simply want a free handout from you, while they watch.

Here is a sample form:

Request For Upline Assistance

Need some additional help building your business? Your upline can help you.

To know what type of help would be most beneficial, it's important to know what you want to accomplish and how you want to accomplish that goal. This form will help you focus and decide where to start.

1. What is your monthly income goal from your networking business?

2. How many total distributors will you need in your downline to accomplish that goal?

3. How many total distributors are in your downline now?

4. How do you plan to sponsor the additional distributors to reach your goal?

5. How many new prospecting contacts did you make last week? Last month?

6. How many business presentations did you make last week? Last month?

7. What is your most successful sponsoring method so far?

8. List the last five books you've read that made a difference in your life:

A.
B.
C.
D.
E.

9. How many hours per week do you spend in training and self-improvement?

10. How do you spend your self-improvement hours?

11. How much do you invest in your training and development monthly (include travel, seminar fees, books, etc.)?

12. What reasons do you allow to hold you back from your goals?

13. What is the most important reason you want to be successful in your business?

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You will want your unsuccessful downline distributor to fill out this form completely before you offer advice, information, cures, remedies, motivational talks and your personal shoulder to cry on.

The form will help you determine if your distributor is serious about learning the skills to become successful.

Have you ever spent hours, days, and weeks helping a distributor who did not progress in his business? We all have.

Now, by using this form, you can monitor where your distributor is today, and where he will be one week from now, one month from now, one year from now.

Your distributor will quickly see that building his business is determined by his personal growth and his personal actions.

Want more great ideas?
Download my seven free reports on magic words you can say to prospects. Just go to http://www.BigAlReport.com and enjoy. - Tom "Big Al" Schreiter

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Tom "Big Al" Schreiter is the author of many books and audio trainings on how to recruit more distributors.

36 years of experience of testing exactly what to say and do to get prospects to join.