

Ideas You Can Use

April – 2004

"Nothing is difficult if you divide it into small jobs." --- Henry Ford

If you participate in your company's recruiting program, there are two main ways for you to earn more money -- 1) add more members to your downline and 2) help the people that you already have sell more products and recruit more representatives. Let's discuss the first one in this message. I've listed below some thought starters that can help you find more new members for your team:

* Job Fairs - set up a booth, dress professionally, hand out tons of literature, have a display of your awards, talk to as many people one-on-one as you can, accept resumes for future follow up. Don't "talk people into" it -- INTERVIEW for the best qualified candidates. These ideas will also work for:

- * Home Shows
- * Women's Expos
- * County Fairs
- * Fleamarkets

* Classified Line Ads -- the tried and true method to find prospects. <my opinion> Afterall, if you were looking for work today, where would you look first? The answer is still, more than likely, in the classified ad section of your local newspaper.

* Telephone Book Listing -- you want to be everywhere someone might look to find you!

* Chamber of Commerce & Business Organizations -- for networking and meeting tons of prospective customers and recruits.

* Unemployment Office -- sit in the waiting area and pretend that you are also unemployed waiting for your turn to see a councilor! Start talking to the people in the waiting area and handing out your business cards. Will you get in trouble doing this? I hope so! If you aren't getting in trouble once in a while, you just plain aren't trying hard enough!

* Bulletin Boards -- put up Help Wanted posters on every bulletin board within 100 miles of you and then check them regularly to make sure the poster is fresh and still there.

Those are just a few ideas to help get your mind working . . . start writing down on a note pad all of the ways you'd answer this question "If I moved into my area today and was looking to sign up or get service from my company, where would I look?" -- then start "being there" one at a time for everything on your list!

ATTENTION AVON LADIES!! A few weeks back I wrote to you about corresponding with Sue Fabisch -- remember? "The Mom of Constant Sorrow" lady from Country music? Here is what happened . . . I watch ALOT of country videos on the TV. I watch CMT, GAC and VH1C. Her video entitled "Mom of Constant Sorrow" was on there a while back and it was HILARIOUS! I loved it soo much that I searched on the internet and found her web site, e-mailed her and asked her if I could buy a copy of the video. When I sent her the money for the order, I also included an AVON DREAMS magazine in it -- the one with my story in it. Well -- Sue wrote a song called "If You Don't Have a Dream - The Avon Lady Song" -- you have GOT to hear this! I love it! I persuaded Sue to offer it on her web site so that we could buy copies and use it at our downline and sales meetings. Sue's web site address is: www.themom.net. She put a clip of the song on there so you can hear it, too. Be sure to check out the clip from the "Mom of Constant Sorrow" video, too -- you'll see why I wrote her to start with! A song about us! How cool is THAT?

February 25th we moved into our MORTGAGE FREE HOUSE !!! More pictures are coming -- still don't have everything moved yet! Thank you for being patient about the length of time between issues of this e-zine. I hope your business is BOOMING! Until next time . . .

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