

Influencing with Integrity

How to Attract and Sponsor Serious Business Builders to Your Network Marketing Team

Do you have the skills you need to sponsor serious business builders?

If you are excited about creating a thriving network marketing business, you will need to know how to attract and sponsor serious business builders. ***Below is a list of 30 of the most important skills and qualities to master*** in order to attract and sponsor great people to your team.

Take this quiz and see how you score. Refer to the key at the end for suggestions on how you can improve your sponsoring skills. You may want to seek out a coach or a mentor in your business and work on this program together.

Check the items that are true for you:

- I have a sincere desire to make a difference for people and help them get what they want in life.
- I am enthusiastic about my products and business opportunity, and it shows.
- I can make an attractive presentation about my business without hype or over-promising results.
- I know the difference between selling, promoting, and “enrolling” people into my business.
- I spend at least 50% of the time in my business talking to and sponsoring new people.
- I have systems in place that help me find and talk to an abundance of qualified prospects.
- I am talking to enough people on a consistent basis to be choosy in who I work with.
- I know how to get permission with people so they feel comfortable speaking with me.
- I know how to create interest with a prospect in the first 3 minutes of our conversation.
- I speak directly and honestly—I don’t overpromise or lead people on.
- I don’t need to be “on” with prospects—my presentations are natural and people get it.
- I listen at least 70% of the time when enrolling someone into my business.
- I know exactly what questions to ask when talking to a prospect.
- I have the confidence to speak to just about anyone about my business opportunity and engage them well.
- I sponsor at least 30% of the people I talk to into my business.

- When people say “Yes” to joining my business, they mean it and their commitment is solid.
- I have the skills to keep people enrolled in my business long after they have decided to join.
- I am able to discern the type of person I am working with and know how best to work with them.
- People feel comfortable in my presence and enjoy doing business with me.
- I don’t waste time chasing people who really aren’t interested in my business.
- I always tell the truth, no matter what.
- I have enough financial reserves so that I don’t sponsor people from a place of desperation.
- I have a coach or mentor that can help me reach financial independence.
- I consistently invest 10% of my income in myself and my personal development.
- I get along well with my upline and people on my team.
- I have nothing unresolved that keeps me from influencing others with integrity.
- I know the 5 steps of the *Influencing with Integrity Process* and how to use it in any sponsoring situation.
- I know how to teach my team the *Influencing with Integrity Process* so they can develop strong sponsoring skills.
- I only sponsor people who inspire me and bring out my best.
- My commitment is to serve people and help them move forward, whether they decide to join my business or not.

Scoring Key

- 25 – 30** WOW! You are close to mastery. Congratulations on developing your skills!
- 17 – 24** A strong start. You are on your way to being a great influencer. Consider joining the 6-week teleclass *Influencing with Integrity* to master your skills. More info available at www.CoachingSchoolForNetworkMarketers.com
- 9 – 16** Not bad, keep going. Consider working with a mentor or hiring a coach to help. Work this program and increase your score to 25.
- 0 – 8** Don’t give up. Check out the free classes on the events page at www.CoachingSchoolForNetworkMarketers.com for more help.