

This Script is for people after they have already joined your business.

Hey <Firstname>, do you have a calendar there? *Yes*

What I need you to do is pull out your day planner. Just like... you know... in your job, there are hours that must be kept. Right? *OK*

This is the same exact way. I know that you know that you did not buy a lottery ticket. Right? But you actually got started in this business to make money, right? *Yes*

And you're serious about paying off that \$30,000 worth of debt, right? *Yes*

OK, and so you know that in order to pay off the \$30,000 worth of debt, that it's going to take an investment of time and money to get your business up and running so that you can become debt free.

So <Firstname>, there's two types of people... Have you ever noticed, in fact, even in what you do... as a little league coach, that there are some people who get started and they want to volunteer, and they want to help out... and then after a week you don't see them again? *Absolutely!*

Yeah, you kind of have to replace those volunteers don't you? *Yes, you do.*

And then you have the serious people, obviously like what you are... you know, you got in the trenches... you did what you had to... to be able to work your way up into that position... that you're at right now...as a leader... right?

But you know what? That isn't going to happen for the guy who says, "I can play; I can coach. Can I come and play with you guys?" And then he shows up once or twice at practice and then doesn't show up again, and then he can't figure out why he's not being picked. Isn't that silly?

So, I guess, the question I have for you is, which one are you? Are you the one that shows up once or twice and expects to get promoted, or are you the one that's going to dig in deep... into the trenches, learning what you have to learn, so you can work your way up? *I'm deadly focused. I'm ready to go.*

Ok Awesome. Do you have your calendar there? *Yes I do.*

Ok, there's some hours and some appointments that you're going to have to keep. *Ok?* And just like to succeed in anything else it's going to take commitment. And so one of the things you're going to learn to do or that you will have to do is...Tuesday night, I want you to write down Tuesday night on your calendar...every Tuesday night at 9pm EST, which is what 6 pm your time?, Ok 6pm your time, mark that out...6 o'clock, 6 o'clock, 6 o'clock every single Tuesday ... you have a personal appointment.

Ok, and I want you to write the phone number down in your planner (712) 432-3100 PIN 701017 OK? Every Tuesday night you've got that appointment. And then, we've got a call that happens every Saturday... ok, I need you to write that down in your calendar. Saturdays at 1PM EST, just like on your job on this particular day you're supposed to do this particular thing. The number for that call is the same as the other one.

So this is where you establish with them what their work week is going to look like... as though they got a job...and you paint a picture as to what is familiar with them and what to expect.

- This is not a lottery ticket...
- If you're going to make money, it's going to take money, it's going to take learning how to do the work
- If you're going to do this business, you need to treat it like your business or job
- And the better you get at doing this particular job description, the more money you're actually going to make

Establish a work ethic immediately. Sit people down with their calendars and I'd say ok, these are your appointments; this is when you're going to be here.

Now <Firstname>, what kind of hours are you looking at... wanting to work and build your business? *Oh, I could probably put an extra 10-12 hours a week.*

Ok, 10-12 hours a week. What does that look like on your calendar? What I want you to do is...I want you to go ahead and pencil that in as though these are your work hours. Go head and do that now. *Ok*

Ok, so what days would those ten to twelve hours be? *Probably...it's going to vary each week, but Monday, Wednesday, Thursdays and Fridays I can probably do noon to three.*

Ok, awesome! So just write that in your calendar. This is your Schedule for your new business.

Ok, so now notice that he's telling me when he's going to work. I'm not telling him when he's going to work... He's designing his schedule and it's becoming a reality to him.

Now <Firstname>, isn't that great that you're kind of designing your own schedule? *Absolutely!* The important thing is now that you're an entrepreneur you need to keep to that schedule.