Urgency and Month-End Promotion Timing

And now let's talk a little bit about it, right? Today, if somebody hits manager, senior manager today, they get promoted when? Tomorrow, so if they could have done today they're going to get paid on the 29th, 30th and 31st on all their manager volume, all the volume that happens.

But if the wait to the last day of the month and they they all get done, guess what? They're not going get payed on as a manager until after the pay period deadline, after they close.

So you don't want to wait till the Right? You want to make it happen now. You wanna create that urgency culture in your organization. If somebody waits till the 31st to get promoted, they're gonna miss out on all that excitement that happens on the last 48 hours of the month.

Last 48hours of month's an absolute frenzy. Okay? All the volumes, I mean, we literally do about 40% of our volume in the past 48hrs of a month, so you wanna realize, get your people in a position to benefit from that massive momentum by hitting manager now, So if you're not a manager, let's wrap it up today, latest tomorrow, right?

Let's get it done, okay? So let' talk about creating the right urgency, culture and organization, Okay. This is how now remember to be a team leader, how many legs of senior managers you need.

You only need what three, but you never want to make your minimums or maximums. The reason why all of our are we dominate the charts, right? I mean, I think the team leaders numbers came out yesterday.

No, they come out on Wednesday and I haven't. I can't remember the last time or it's not been 7080% of the top 10 team. Leaders are coming from our organization.

Why is that true? Why does that happen? Because we don't build three, we teach everybody what? Ten legs as senior managers. So you might hit team leader with three legs, but you want to have ten.

You don' want stop after you hit the leader, you wanna keep on producing senior manager legs because you have to ten legs running. We'll talk about why in a little bit, okay?

So let's look at this a bit more. If you wanted to be a top producing director, Why is, if you look at the top 10 directors, I think eight out of the 10 are coming from our organization.

Why? Because we teach 10 team leaders, 10 legs of team leader to be a solid director. Now it only takes what? Three, but you never want to make your minimums your what.

You never wanna make minimum your maximums. So you wanna have 10 Legs running, you want a build wide for profitability. There's never been a one-legged horse to win the Kentucky Derby.

You want to have multiple lines of business, right? So make sure you obviously understand that. And obviously now this one is the correct one, Monday, March 31st at 1159 is The Behavior Deadline.

All the volume goes in right there. This is a day that you want a circle, highlight, whatever it is. this is big, this what we all build for. So let's talk a little bit more about it.

Here's what you wanna realize. This is the key number four out of the seven keys. How you start will duplicate. So let's say you get started and you got your toe in the water with a 300 SP pack, okay?

Building Wide Teams and Avoiding Minimums

Nothing wrong with that, but just realize people are gonna do what you do, not what say. Now, if you if get start up with the baby pack you're gonna need 19 people to get startup with baby back if want to become a senior manager.

Okay, 19, people will do you what do. Not what to say, so how you started is gonna determine how to finish. If you can start with 300 points set, There's nothing wrong with that, but realize that's what people are going to do on your team.

So because you're going create that culture in your organization of people dipping their toe in, right? So here's another example, though. Let's say you get started with a thousand point set.

Now what happens right now? Everybody's going get start with thousand-point sets. You only got to sponsor how many people to get at that. How many how?

Many people you need to Sponsor at at a 1000 equals 6000. Right? You plus five is six. Six thousand. So if you start that culture in your organization by getting a thousand point set, it's going to duplicate.

Okay? Now, if we get the 1500 point, guess what? That also is gonna what? That's also gonna duplicate. So if you get started 1500, now you only need three people.

You only three planners to get start at 1500 to be a what, senior manager. Realize everything that you do. If you live in a fish bowl as a leader, people will do exactly what you.

Do if get you started with a baby set, you're gonna create a lot of baby-set people, right? My wife always says size matters. Size matters, so you wanna have a big pack, You want to have a big pack, right?

So that's what I always say. Now, let me explain this to you. Okay, this is something that is so important for new people to know. If I sell or buy 3000 SP myself, I'm gonna get 10% on the BP of those first initial orders.

now from 3000 and 6000, what's gonna happen? Right on that 6,000 SP. I'm going to get 20%. Okay. So basically what happens is it's going To be right around $232 is I going earn because I am getting paid on the BP.

On the 20% I make about 464. Okay, but When I got started, I started at 6,000 SP. Now, you don't have to do this, but I'm just telling you, it's important to make sure the people are aware of this.

Okay? If somebody gets started with a 6000 point set, like I did, for the 1500s, 928 are back, right? I'll get 50% cash, 50 % rebate if I buy packages.

If I get customers, basically, 20% back in full, obviously, commission, so it'll be 920 in cash. And a thousand, Okay, if I get I'm going to get that extra thousand dollar bonus if i get those 50 lifetime customer accounts.

So remember those fifty customer counts are free. so you just call your friends. They do me a favor man. Hey, it's free just sign up and get this thing and then if you want to order products later you can.

It's going. To give me $1,000 if if If I can get a couple people to do this and you get 50 people, to give you sign-up an account. So you don't have to obviously get that extra thousand, but if it's there, take it.

Okay, so if you leapfrog pass, guess what? Senior manager in one day, right? If you if your leap to senior manager one-day, you're going to get manager pay on all of that.

So it is important to understand how the compensation plan works so you can maximize it when I got started. I started with at 6,000. Got four of the 1500 point sets.

Guess what out of first 40 people I recruited, Guess What? 38 did the exact same thing.

How Starting Pack Size Duplicates

38 out of 40 did the same thing people will do what you do not what? You say so if you leapfrog obviously passing your manager in one day, right? you're gonna get manager pain now Don't do this.

Don"t do This right if You don't if your not serious about building it Okay, I don"'t encourage everybody to get started this way I just wanted to make as much as I can as fast I Can right not as little as i can for as long as again I want to Make as Much as Fast So please don't think about doing this unless you know how to promote the products for me.

It was super simple, right? We were doing home meeting after homing after I just bringing people over to my house and everybody was doing what I was. Doing.

I'm like, here, I'll give you one of my 1500. Give you a 1500 point set when your three come in. Just hit me back one, Right? And that's how we were. Right.

So everybody, it was like BAM. couldn't I I wasn't moving the product too fast. right. He was, like I needed more. so just realize it's up to you how you get started.

But what you, how, you start will duplicate what people are going to do what? You do now. Here's number five. How to close the month out strong is know the difference in pay.

Okay. How much you're going to earn on customer BP, right? So it's super simple as a planner. If you produce 3000 and personal customer volume at 10%, you are earning 300. As a manager, if you produced that same volume, you at 20%. You're gonna earn 6000. Now remember next month.

You're going to earn an extra 5% at 3000, right? Because 3000 is going get you up to 2000. Right? So realize this is just on the basic plan. Now we have the upgraded plan too.

But senior manager, if you produce 3000 in SP, you're gonna get what? 30%, which is what, a BP. If you produced 33,000 BP at 30% you are going earn 900. Okay?

If your produce 33000BP as a team leader, at 40% your gonna earn what. 1200. Would you rather earn 300 or 1200? Right? Obviously, you know, You can't start as a team leader, but you can start is a senior manager.

If you do the same work with your other make 300, or 900, right? So get started where you feel confident, comfortable, But make sure you work your way up and rank advanced as soon as possible.

Okay, now let's talk about knowing the difference in pain. Now, remember the Unilevel structure comes when? June 1st. But let us talk a little bit about it, Right.

Remember, How do you unlock the the unilever? Okay, you personally produce 1000 and SP and have 10 lifetime customers. And as a manager, You're going to get paid an additional 5% on level one and level two.

So currently with the plan, if I'm a Manager and I sponsor a plan or how much do I make current plan? I want to make 10% when the new Unilevel kicks in.

It's an addition of 5%, right? As a senior manager when I sponsored plan. How much am I earn? Yeah, I'm going to earn 20%, right? Because I am going get the differential payout of 30%. Okay?

So I will earn twenty percent plus an additional five. As a team leader, when I sponsor a planner, how much do I earn? Thirty percent. Plus an addition of five if I unlock the unilevel pay.

This is out of control. Extra money. Okay, extra money, this is, literally is unbelievable. Obviously, you guys know that you can unlock, the senior manager and team income if you produce a lot of SP yourself and have 30 or 50

lifetime customers.

So just realize focus in right now on rank into team leader before June 1st. Okay, this is like the example always give people is if You introduce three, you introduce 3S9.

If they introduce, three is what? 27. They do the same. 81, 243, 729. You build a team like that and everybody's averaging 1000 VP a month. And you're going to be at about 33,000 in income, okay, about a 33000 and income.

Then that's not bad. That's, not all your money. You understand? So I don't know when on this call is excited about making $33,000 a month, right? But guess what?

You're getting paid all of your other money, too. This is just one extra stream. Now, if you're like, oh man, good things don' t happen to people like me or whatever, and you have a kind of a warp mindset, think about then you fail 90% of the time.

If you've failed 90%, in that example, you are still making 3,300 a monthly. But if have the mindset like many of people that are on the call and your like wait a second, I'm gonna double it.

Current Pay Plan and Starter Set Earnings

I never make my minimums, my maximums. If you double that and you put 2000 BP per planner, you're looking at 66,000. So what's important is this is extra money, but you wanna be in a position of benefit from it, so you want to get to team leader by when?

ASA yesterday, right? As soon as yesterday. Now, this is extra money on starter sets. Because remember, 5%, 5% 3%, 3%, 3%. As a manager, you unlock level one and two, as a senior manager three and four, and as the team leader five and six.

So every 300 point set that comes in, right, the BP on that's going to equate to about 1150. You're going make about 115, 115 on level 1 and 2. Extra money.

Plus 690 696 9690 on levels three to six. People are getting started with a thousand point sense within that sixth level. Guess what 38 38 2280 on down and people are Getting started at a 1500 point set.

It's 58 58 3480 all the way down. This is incredible. Now, if somebody produces 3000 SP themselves or 6000 SP themself. Look at what happens. If somebody produces 3000 SP themselves, that's 105, 105 on extra money on level one and two, plus 63, 63,63,63. That's extra-money.

If someone comes in and they produce 6,000 in personal volume SP, That is 210, 210,126, 126, 121,121. plus the differential that we currently have. This is over the top.

How much money just got put into the plan? Now remember, this all starts June 1st. So get to Team Leader by June first, right? So you can take advantage of this.

Once again, we need to know how to make the most amount of money, okay? When you're a planner and you sponsor a 300-point set, a 1,000- point set or 1 500-poin set how much do you earn?

$11 on a small set. $38 on bigger set $1,500 on the biggest set right. This is the current plan. The unit level is gonna kick in next month, and it'll be even bigger.

But as manager, it's 2372-116. Every time you sponsor somebody, one of these packs. It's so important to get people started with starter sets, right? Senior manager's 46152-232.

Understand there's so much money in this plan. You want to make sure you get people started the right way. Team leaders are going to earn how much? $69,224 and $348. $348 for every person that they sponsor.

How many people are we allowed to sponsor? There's no limit. There is no Limit to how many people are allowed to let it be a part of Remon with us. This is unbelievable.

Yeah, this is Unbelievable. So remember as a senior manager, you're going to get that 5% override. Remember that five percent override on your open line organization.

so when a manager planner sponsor somebody in your team, You're gonna earn as I've seen your manager let an extra 1139 or $58 on that organization, okay?

This is on our differential payoff. This Is not including the unit level. The thing's going to get out of control. I've never seen it. Never seen a pay increase like 30 years of network marketing.

never see that pay increased like what we just got here last week at this convention or two weeks ago. So as a team leader, remember you're getting paid on your entire open line volume.

That means all generations, all levels, everything is happening in your group. Okay, so when people get started with starter sets, how much can you earn?

Let's talk about it, right? If a planner Okay, enroll somebody at 300, 1000 or 1500 points set. Guess what? If there's no senior manager above them, you're getting 25 on every one of them.

So that's 57, 190, 290 on everything. Every planner that gets started in your organization when they get a pack. Now, if there isn't a senior manager above them, then guess what happens?

You're splitting that differential with them. They're getting 5%, but you're still making 46, 152, or 232. That's why you got to be a team leader yesterday.

Let's do this. Okay, let's give it everything we got. Now if a manager's sponsoring PAX, you are going to make, obviously, 46,152 or.232? We understand that.

Now, if there's a manager with an SM, the SM is gonna take a 5% on that differential. So you're still at 34, 115, or 174, depending on what pack people get.

That's why it's so important at the beginning to start the right culture with your organization. Make sure you get the biggest that you can, because your team's gonna duplicate what you do.

Now if you have senior managers sponsoring people, remember they're gonna get 30%, but you still getting a 10% override on them, you getting 23, 76, 116. Realize there is so much money in this compensation plan.

All we gotta do is share. Share, find somebody with some skin and share it. Find somebody that wants to have a better quality of life and shared the opportunity.

Saturday, we've got an opportunity overview, right? With Dr. Stephanie Remke. How many people are you allowed to get on there? We're going to let everybody tonight that's on this call, We are going allow you to introduce the business to as many as you want tomorrow.

Look at that. We just upgrade everybody's success. So here's what would happen if planners are in your organization and people started, Right? And let's say you had 10 people get started at 300 point packs all sponsored by planners on your team as a team leader.

You're gonna earn $570 on those 10 people getting started, okay?

Unlocking Unilevel and Extra Overrides

This is without counting the Unilevel tree. This just the basic comp plan that we have right now. Now, if all those

people get started at 1,000 point sets, you're going to make 1,900 if they're all sponsored by planners.

You guys understand how powerful this is? Every time somebody gets started you want to help them get it started the right way, Okay? Now people are getting with 1 500 point set, guess what happened?

In this example you are at basically $2,900. If they are all enrolled by Planners. You can allow people to start as many people as possible. What would happen if you started to just sponsor people like crazy and your team did the same thing?

Your organization would grow and you're income would like wildfire through a dry brush field, okay? Now obviously if planners are getting started with a senior manager, remember they get, senior managers are gonna get 5% on that differential.

You're still making $460 plus the unit level that starts on June 1st. It's gonna be crazy. That's at 300 point sets. Now, if you're getting people started at 1,000 point, that's planners are sponsoring.

There's a senior manager. Remember that senior management getting that 5%. You're, getting the differential, right? You getting, you getting what? 20% on all that.

Look at what happens, Right? If you had 10 people get started with 1,000 points sets, You are making an extra $1,520. Man, I love this compensation plan.

now look at, what happened. Imagine you got people start to the 1 500 point set and there's the senior Manager, That you are splitting. They are getting 5% and you get the, differential 20%. You're earning 20, 23, 20. 2320. There's so much money in this compensation plan.

Now, obviously, if there's managers sponsoring people, you're gonna earn the same amount of money, right? Because you are gonna get, You are going to earn 20%. So that would be 460 on 10 people getting started at 300 point sets.

As a team leader, we gotta get you to team lead, man. We gotta to get to the team leaders. What happens is this. If you've got manager sponsored people at a thousand point set, They're going crazy man, they're fired up.

They are sharing remount like never before. You only have 10 people get started, that's $1,520 extra income. On top of all the customer acquisition, on top everything else going on in your organization, right?

People start at 1,500 points sets. In this example, you're at basically $2,330. There's so much money, You've got to understand how much moneys in this compensation plan, so you can unlock it all, okay?

Now, obviously, if you have managers sponsoring people and there's a senior manager above them, the senior managers are getting 5%, right? The managers getting 20%, so you're getting 15%, Right?

Guess what's happening? If you had 10 people get started with 300 point sets, you are making 340. So I'm giving you an example here because I want you to sink your teeth into how rich this thing is.

If your manager is sponsoring a thousand point set with a Senior Manager, boom! You're making 1140 on 10 getting started on your team. How many people do you want to get to start on the team?

You want your team to grow like wild right now. They can get started with starter kits, or you can teach them how to sell the products themselves and get sales $1,500. You're teaching everybody how the sell $5,000 points, same thing.

Same amount of income, right? So if you get manager-sponsored 50-hundred-point sets, senior manager above them, you're making $1,740 on these people getting started.

So you want to make sure you help your people as a team leader get started and get a package. If you are not a Team Leader yet, You want start the culture in your organization of everybody getting start in the right way.

so your team will grow like wildfire, okay? Now remember the leadership matching bonuses, right? This just got upgraded starting next month. They took it from 15 to 40, from 10 to 20. So it used to be 15, 10, now it's 40 20 10. This is an insane pay increase.

this is out of control how much money they're throwing at us, man. Rima just lost, I mean, they were like, boom, let's just throw it at them. Throwing money at it, and I'd love to give people a hypothetical example as a team leader.

Let's say that you had, you sponsored five team leaders in your organization. You want to have 10, but let's just say five. If their average income's at 10 thousand, if you're at 40 percent, okay, guess what?

You're making 20 thousand on that. And if they built, did the same thing you did, maybe it took two years, Maybe it's a three years for those five to duplicate and they're makin 10.000.

Now you might have some team leaders that aren't making 10 000, But guess Find the people that are making $10,000, right? And they're averaging $10000 at 20%. You're at $50,00 on generation two.

This is incredible. Generation three, if you have $125, so five, they got five. They got $525. That's $195, 000 just in match bonus. The excitement right now, I mean, it is out of control right.

Now there's so much money. So when you build it, your team leader commissions are going to look like this. your matching bonus is gonna look like this, and then boom, your unit level is going to look this.

So there's three big income streams happening in Remon, okay? So we want to take action now like never before, right? This is leadership, this is the key to closing the month strong, number six, break down your goal.

There's something called Sinaloa, right? Everybody knows this. Safety of numbers and law of averages, what that means is simply this, when you do something often enough, a ratio will tend to appear.

You're gonna have a racial that happens in your organization, okay? So know your ratios, know you numbers. Work the numbers, inch by inch is a cinch, yard by yard is when it becomes hard, work your numbers!

Obviously, numbers don't lie, right? Numbers don' lie. You tell me how much volume you did this month, or how many new people got started on your team, and I'll tell you how people we talked to, it's pretty simple, so numbers tell us the whole story.

Matching Bonuses and Leadership Income

My mentor used to make a box, he would tell to put the number in the box. The box was how may people get started today. And he goes, he makes the box so small so a story won't fit.

You guys see what he would do? He would just, all I wanna know is the numbers, Tim, how many people did you present to today? How many got started today, that's it.

And the number would tell him the story on what I was doing, on how excited I am, or how much I cared about other people's success. People that are sharing the business with people are people that literally care about people.

It's like, I don't want anybody to miss out on this opportunity. I have found a gold mine right now. So I want to let everybody participate in this. That's why I'm running so hard, right?

If it was just about money, I would have retired a long time ago. It's not about the money for me. it's about getting

other people to the top. I was watching this movie on Netflix a couple nights ago called Everest, about this dude that was taking people up Mount Everest.

And was like, man, that's a that kind of wild situation. This ain't Mount ever. You guys see that? But this is we're gonna take him to The top of the hill, Right?

So the five keys right proper planning prevents poor productivity. Okay, so make sure you have a plan. Let's talk about what that looks like. Okay, everybody's seen apothecary scale before, okay?

What do we focus on? We focus driving the activity and what happens to our productivity goes to the roof. The activity is what? Talking to people about the opportunity.

Focusing in on what we can control. I can how many people I talk to, I control how people present to. And as a result of controlling that activity, my productivity will soar.

So let's break down our goals, right? Let's breakdown our goal. So let's say that you have a goal, right? Let's see. You're building a new line of business and you're like, man, I want to help this.

I'm helping somebody build a New Team Leader organization. So I need to make sure that I am helping them get at least 10,000 SP a month, Right? So after five months, that organization could be a team leader team, So, building the new Line of Business, and I will use VP as an example because it just is easier to do.

If I look at 10 thousand bonus points, Right? And let's say that my average planner is getting started and they're averaging 750 bonus points. New planners are getting start.

They're average in 750, meaning some are going to 300. Some are in 1500, some again, 1000 and some were getting, you know, three or 6000. I want to blow the doors off the hinges, right?

Let's see. Averaging 750. That means I need to get 13 new planners in my organization this month. If I'm signing up one out of four people 25%, that means, I needed to talk to 53 people.

Setting Goals and Activity Targets

And if I'm working the business, let's say 25 days a week, that's about 2.1 exposures a day. Who can expose the businesses 2 point 1 people a Day? Everybody.

I mean, it that super simple, right? That's like a half a kpop up. That that a have a pop up a date, Right? Let's talk about something a little bit more exciting.

Right. Let' talk About guess what? let' Talk about 25,000 and bonus points, 25 thousand bonus point is going to get you tier one as a team leader. Say you're building a couple lines and you want to help them get to 25000 BP the month.

If everybody's doing the same thing at 750, right? That means you're going to need about 33 people getting started. You're getting one out of four people started that's about 103, 33 presentations a month, Right?

If you doing 25 days a week, that about 5.3 exposures a day. There's no reason why anybody can't expose the business of 5 point 3 people a Day. Right.

I'm running at eight presentations today and most of them have more than one person on there. right. you can do as many as you want like there's I love the fact that we're allowed to talk to as Many people as we want.

There's no there's No limit to how many people are allowed to share this with I can talk to as many People as I want. Remond doesn't say Tim. You're only allowed To talk To five people a day only allow to talk.

To three people A day and then you got to take the rest of the day off man. They allow me to Talk to many. People like I Can and I like to. Talk To people right.

So let's talk about a bigger goal, right? So about 100,000. If I wanna do 100,000, I'm averaging 750, that means I need to get 133 new planners. Now, this is not including customers.

I just showing you something I can control. If can't control how many customers are getting started. Because if I am closing one out of four, what are those other three people that I not getting them started in business doing?

If am getting one of the four people started, the other 3 are what? Customers. Right? That means that am gonna need 533 presentations when I want people exposed to the business.

if am working 25 days a week, thats 21 people a day. now if have 5 people who are presenting, What's 21 divided by five? You see what I'm saying? It's what, four a day?

So if you're teaching people to duplicate and you are leading by example and your setting the pace and setting tempo for your organization, your organizations gonna grow like wildfire through a dried rust field.

We're allowed to make as much money as we want, okay? There's no cap here, I love that.