

Steps To Success As a NEW Enagic® Distributor

Congratulations on becoming an Enagic® Distributor! This is going to be an exciting journey for you, but before you get started I wanted to give you a few suggestions that will help you make the most out of your first few months in this business.

1. Start drinking the water like it might save your life...because it just might!! Really drink the water, so you can develop your own “personal experience”; your own story will help you become much more effective when talking to others. It will also help solidify your belief in the product and the project.
2. Get the correct mental attitude. During your first few months you should have an “A.O.M.A.” attitude! This stands for “All Out Massive Action”. This means do as much as you can right of the bat. The first few months will often set the pace for your entire business...if you take it slow and easy, your business will most likely grow slow and easy. But, if you go after it with an All Out Massive Action approach, your business can grow quickly and big. Commit the next 90 days to really working your business and doing items 3 – 9 below as much as possible. Doing so will have tremendous results!!!
3. Make a list of your contacts. Your list should contain 3 different types of people, your SUPER HOT list, which are your closest friends and family; your HOT list, which are your causal friends and family; and the last is your WARM list, which are all of the other people whose names you know and who know your name.
4. Start contacting the people on your list, starting with the SUPER HOT. Your goal is to have them try the water and see what, if anything, happens. This is when you start learning how to give away free water and how to talk to people about the water.
5. Get people water. You want to start by making it as easy as possible for the people you know to drink the water. Bring it to them. Make sure that you are bringing them fresh water every 3 – 4 days (longer than 4 days and the benefit of the water is just about GONE!!). Two gallons will normally last a person about 3 days, but if they need or want more than that...GIVE IT TO THEM!!! Also, start anchoring your prospects, which means get water to some more people through your prospect. Talk to your sponsor about the specifics of anchoring...IT IS SUPER IMPORTANT!!!
6. Attend as many presentations / trainings as you can. Find out where presentations are being held and attend as many as you can, preferably with a guest or two. Get a calendar and make your schedule for the month and stick to it!! Use the presentations to expose your guests to the project / water properties and use it as a learning experience for you. Attend as if you are a student; really listen to what the presenter says, so you can start learning how to explain the water. Find out if there are any trainings and attend as many as you can. If there is a cost, ask your sponsor to help while you are getting started.
7. Get your prospects to a LIVE meeting / demo. While it might not seem all that important, getting your prospects to a live meeting or demo is VITAL when it comes to closing sales. The live meetings take your prospect beyond YOU...it makes the product and the project take on a whole new life. At a meeting they get the chance to see and hear the information in a very structured and deliberate way. The information has been prepared so that a person can make a buying decision. Your prospect also will have the chance to speak with other people that have been drinking the water...and it might just be someone else’s story that motivates your prospect. Don’t think you have to do everything all by yourself! Let the water, the process and the presentations do the majority of the work for you!
8. Educate your self. Start reading books, reports, articles...get the website addresses of team websites and see what they have to offer. Always remember that this is YOUR business and ultimately you are responsible for your success. The faster you become independent, the faster you can break free from needing someone else to help with your success!!
9. Take this business seriously. This business can earn you a six-figure income, but only if YOU make it happen.

If you start doing these simple things, your business can grow like a wild fire!! The most important things are to commit to an AOMA for the next 90 days, get water out, get people to meetings and get yourself educated!