

# HOW “YOU” ADVANCE YOUR BUSINESS

# **BASICS OF STARTING A BUSINESS**

**COMMUNICATE,**

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**The growth of your  
business is dependent  
on the quality of your  
communication!**

# How do we communicate?

**55% BODY LANGUAGE**

Non-Verbal

**38% Tone of voice**

Verbal

**7% Words**

Our Non-verbals  
determine how others  
think and feel about  
US!

# Types of Nonverbal Communication

Facial Expressions  
Body Movement & Posture  
Gestures  
Eye Contact  
Touch Space







# Conveys Weakness, Uncertainty, Disinterested

- Slouching
- Closed body
- Wringing hands
- Biting the nails (nervousness)



# Conveys Confidence, Certainty

- Tall posture
- Shoulders Back
- Head up
- Smile
- Looking straight ahead
- Open body position



# ALWAYS ASK:

1. What is my 55%, my body language saying?

**“I am confident!”**

2. Is it attracting others to me?

**“Join me!”**

3. Am I conveying fun, freedom, fulfillment?

**“I’m making a living...living!”**

4. Do others want to follow me?

**“I want what he/she has!”**

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# VERBAL COMMUNICATION

Tone of Voice  
Inflections

It's not WHAT we say...

it's HOW we say it!

**GET EXCITED!**

# What's the meaning of your Tone of Voice, Inflections?

Absolutely

Incredible

You're gonna love it

This is absolutely amazing

# Practice Posture through and Non-Verbals

Verbals

At the Invite

During Mix & Mingle

During the Presentation

Closing

After the Close







# **Why do we promote?**

- **To get your team engaged**
- **To keep your team plugged into the system**
- **To multiply your team**

# What do we promote?

- DT App: Rep Tools
- Biz Opp Meetings (Event to Event)
- Team Calls
- Community Events
- Contests
- Tools: Advantage, Mags, etc
- Super Saturdays
- RTEs
- National Events

# How do we promote?

Is your team receiving information?

- Email/Newsletter
- Team FB
- Social Media
- Phone Calls
- Text
- Youshouldbehere.com
- Talking
- Lifestyle
- Yourself

**MAKE IT HAPPEN!**