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

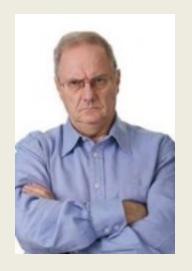
Verbal

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







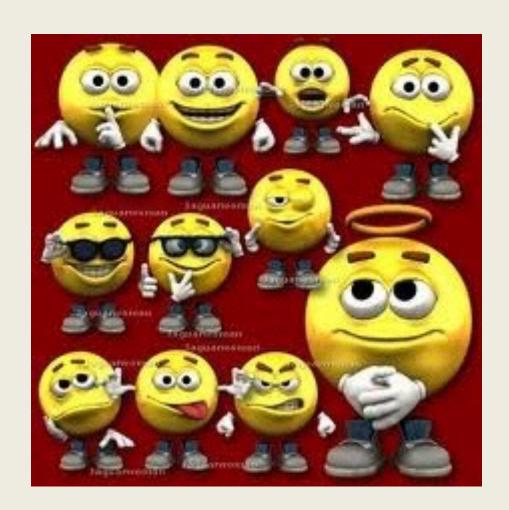












Conveys Weakness, Uncertainty, Disinterested

- 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

Be the Message **Get Excited,** Be Confident **Stay Excited POSTURE: BECOME** THE **LEADER Put others** Be before **Passionate** yourself **Become the** leader people want to follow!

Why do we promote?

- To get your team engaged
- To keep your team plugged into the system
- To multiple 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!