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Recruit Overload The Network Marketer's Secret Weapon

Imagine waking up to a steady stream of leads who are already interested in network marketing. No more awkward conversations with uninterested friends and family, no more cold messaging strangers online. Instead, the right people are coming to you, eager to learn more. This is the power of **combining** affiliate marketing with your network marketing business.

Too many network marketers start their journey by chasing uninterested prospects. They're told to make a list of 100 friends and family members, pitch to everyone they know, and hope for the best. But this outdated approach leads to burnout and frustration.

Network marketing is all about connections, but let's be honest—finding quality leads can feel like searching for a needle in a haystack. You know the struggle: chasing uninterested prospects, dealing with skepticism, and trying to stand out in a crowded industry.

But what if there was a **smarter way**? A way to attract motivated, business-minded people who are already interested in entrepreneurship?

That's exactly what happens when you use the system, "Invisible to Invincible." This world class online network marketing course becomes a total system to drive the right people to you to recruit as it trains them to be the best recruit.

This **unique strategy** allows you to leverage high-quality marketing education to attract the right kind of leads for your network marketing business—all while earning commissions along the way.



Why Traditional Lead Generation Fails

Most network marketers rely on outdated or ineffective lead generation methods:

- Pitching to uninterested family and friends
- Cold messaging strangers online
- Spending money on ads without guaranteed results
- Attending endless networking events without real traction

These methods often lead to frustration, rejection, and burnout. There's a better way and it starts with becoming an **affiliate of Small Business Help** and marketing the course, "**Invisible to Invincible.**" Scroll to see why...

Over 1600 Pages of World Class Online Marketing Training by Tom Rolls.





Scroll to see WHY being an affiliate is so beneficial...

The Benefits of Being an Affiliate of "Invisible to Invincible"

1. Laser-Targeted Audience

"Invisible to Invincible" attracts entrepreneurs, affiliate marketers, and network marketers who are already interested in online marketing. This means the people engaging with the content are pre-qualified prospects who are far more likely to be open to your network marketing business.

2. Built-in Trust and Credibility

When you promote high-value educational content, you establish yourself as a **trusted authority** rather than just another recruiter. People appreciate learning something useful, and this trust makes them more receptive to your business opportunities.

3. Passive Lead Generation

Instead of chasing people down, let them come to you. By sharing valuable marketing education, you **attract leads effortlessly**. As they benefit from the ebooks and courses, they naturally become interested in what else you have to offer.

4. Monetize While You Recruit

Unlike traditional lead generation, where you spend money with no guarantee of results, this strategy allows you to **earn affiliate commissions** from "Invisible to Invincible" while simultaneously growing your network marketing business. It's a win-win situation.

5. Done-for-You Content

No need to create blogs, videos, or complex marketing funnels from scratch. "Invisible to Invincible" does the heavy lifting for you. All you have to do is share this book.

6. No Pressure Sales Approach

Instead of pushing your opportunity onto everyone, you shift the focus to **offering value first**. When people see that you're helping them improve their business skills, they are much more likely to be open to future business discussions.

7. Attract Business-Minded Prospects

Rather than spending time convincing uninterested people, you're connecting with **serious entrepreneurs** who are already looking for ways to grow and expand their income streams.

8. Enhance Your Personal Brand

Aligning with a **reputable marketing education platform** like "Invisible to Invincible" boosts your authority. This means people are more likely to trust you, follow your advice, and eventually join your team.

9. Your Upline Has No Control Over Your Other Businesses

One of the best advantages? Your network marketing upline doesn't control this strategy.

Unlike traditional recruiting methods where your upline may have a say in how you generate leads, this approach is completely **independent**. You decide how to nurture and convert your leads into business partners.

10. Leverage One Business to Grow Another

This is the real magic: **gather leads with one business to grow another**. When you introduce potential prospects to *"Invisible to Invincible"* you're providing value.

Over time, as you build relationships with these leads, you can naturally introduce them to your network marketing business—without ever feeling pushy.

11. "Invisible to Invincible" is Multi-Level

You already know the power of multi-level marketing. It's a very simple commission structure. For every course of "Invisible to Invincible" you sell you get \$50. For every course a referral of yours sells you get \$10 and when one of their referrals sells a course you get \$15. It's only three levels.

This gives you a **reason to contact your downline** about course sales. **Build relationships** with these people and introduce your offer at the right time.

Now, remember, everyone involved in selling the course and providing payments to you will have the course, "Invisible to Invincible" that shows them how to get **expert level** RESULTS!

12. Your Downline Trains Itself

The people you will be recruiting will have the Small Business Help course, "Invisible to Invincible" and will have already started to learn to be the best they can be at online marketing.

Online marketing isn't just a one move strategy. You must have several elements in place to produce results. You start by giving away this book and then learn many more ways to market this and any offer.

With this course not only will *you* learn the proven marketing strategies that are needed to build a strong downline, your **entire downline*** will as well.

*This is why you must purchase before becoming an affiliate. Everyone in your downline is trained the same. This way, you don't have to spend hours training them. This produces amazing results!

This is how you build a **REAL** downline of heavy hitters!



About the author:

Tom Rolls, aka Texas Tom, has been a world class marketer for decades. Even before the internet Tom was an eager entrepreneur.

For almost ten years Tom has been a Partner at Mental Toughness University with Steve Seibold. You may have

seen him on FOX Business News with Stuart Varney, CNN, NBC, ABC, Good Morning America, Today Show and many more.

MTU teaches fortune 500 companies how to raise their market share. Each company pays \$1million a year for four years. These are the companies that have benefited greatly from Tom and Steve's Mental Toughness University.



You are in good hands with Tom as your trainer! ~Always be learning...

How to Get Started

- 1. **Buy "Invisible to Invincible"** Your education is the MAIN part of this system. (Most affiliate programs don't require a purchase.)
- 2. **Sign Up as an Affiliate** When you purchase, you will receive an automatic email with your affiliate link. You will already have a profile and an affiliate dashboard that you can access.
- 3. Make This Book Yours Go to https://www.pdffiller.com/ (or any pdf editor) replace the name and email at the bottom with yours.

- 4. **Your Downline Link** Your downline will be set up under you automatically. No link or code required!
- 5. Share This Book Promote this ebook only. Don't promote the course. Let this book do that. Simply give this book that you are reading now to mlm people, affiliate marketers, business owners, your audience, social media following, or email list. Never mention the course, just give away the book to online marketers.
- 6. **Earn Commissions** Get paid for every sale and 2 more levels deep while simultaneously building trust with potential recruits. Providing this value builds trust.
- 7. **Build Your Email Lists** When someone buys a book from you, their email address is available for you to add to your list. You can also capture emails as they download this book.
- 8. **Convert Leads into Teammates** Use their email to keep in touch about "Invisible to Invincible" sales.... Ease them into a conversation about your mlm offer. As relationships develop, introduce your network marketing business as a complementary opportunity.

Conclusion

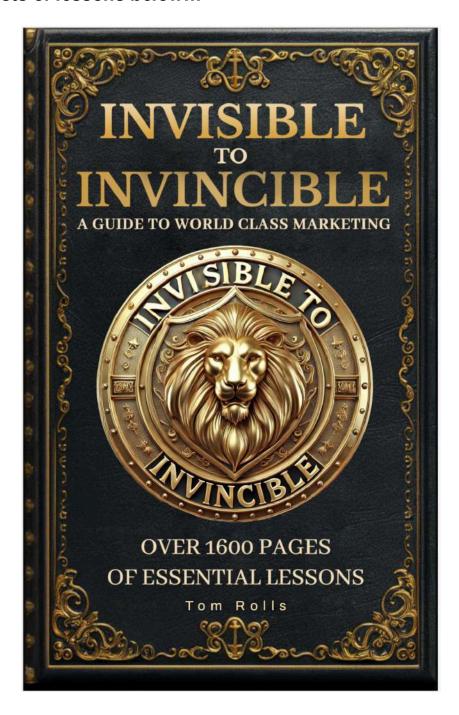
Network marketing success isn't just about finding leads; it's about finding the *right* leads. Becoming an affiliate of "*Invisible to Invincible*" gives you an unfair advantage by attracting **business-minded entrepreneurs** who are already looking for growth opportunities. ...AND not only will you attract the right people, they will already be training to be a great downline recruit with "*Invisible to Invincible*"!

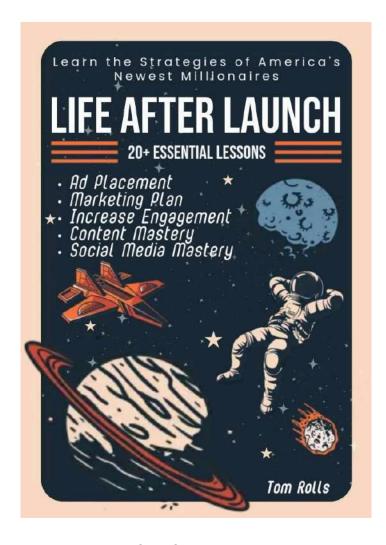
If you're tired of chasing uninterested prospects and want a **smart**, **profitable**, **and effortless** way to grow your network marketing business, this is the strategy for you.

Start leveraging "Invisible to Invincible" today, and watch your leads grow effortlessly! Get started at the end of this book!

Below are the lists of lessons that are included in, "Invisible to Invincible."

See the lists of lessons below...





"Life After Launch"

ESSENTIAL Online Marketing Training for <u>ANY</u> Business 340 pages - 25 Lessons

Lesson 1:

NEVER Show Your Product in Your Ads.

Lesson 2:

Essential Ad Placement Strategies

Lesson 3:

The DOs & DON'Ts of Sharing Your Business on Social Media

Lesson 4:

Three Questions You Must Answer Before You Build Your Personal Brand

Lesson 5:

Should You Use Your Facebook Profile, Pages, or Groups?

Lesson 6:

4 Steps to Get More Traffic in 30 Seconds

Lesson 7:

"6 Ways to Get Rapid Engagement with Your Followers"

Lesson 8:

3 Sleazy Marketing Tactics to STOP Immediately

Lesson 9:

Six Tips To Increase Facebook Live Engagement

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DO LESS and Accomplish More

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Build Email Lists FAST with no Rejection

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The #1 Reason People Fail at Small Business

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The "7-Second Hook Formula" to Capture Your Audience's Attention

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Eight Openers that Will Make Your Audience Consume Your Content

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Lesson 17:

How to Leverage the Five Levels of Market Awareness

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How to Create Stories that Trigger Emotional Buying

Lesson 19:

Proven Shortcut to Create Compelling Ads, Emails, Videos, and More!

Lesson 20:

3 Psychological Triggers that Convert Prospects

Lesson 21:

Ethically Exploit Your Prospects' Secret Addictions

Lesson 22:

The Single Most Important Copywriting Skill

Lesson 23:

The Five Primary Prospecting & Sales Objections

BONUS #1

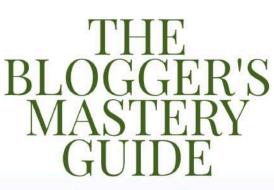
Easy Ways to Click with Your Most Profitable Audience

BONUS #2

6 Proven Advertising Templates You Can 'Swipe and Deploy' Starting Today!

BONUS #3

Increase Your Closing Ratio by Asking These 5 Questions.



* A Trusted Choice of Content Creators Worldwide **



"The Blogger's Mastery Guide"

Content is KING... How SMART Entrepreneurs Blog Their Way to Success! 100 pages - 10 Lessons

Lesson 1:

10 Reasons You Must Start Blogging Today

Lesson 2:

The Hidden Structure Behind Every Successful Blog Post that Sucks Readers in and Makes Them Hang on Your Every Word!

Lesson 3:

Make Content Marketing Work for YOU

Lesson 4:

10 Ways to Get More Traffic to Your Blog Posts

Lesson 5:

12 Ideas for Generating Fresh Content Your Readers Will Absolutely LOVE Lesson 6:

7 Ways to Guarantee Your Blog Stands Out from All the "Noise" on the Internet

Lesson 7:

15-Minute Formula for Writing Irresistible Headlines

Lesson 8:

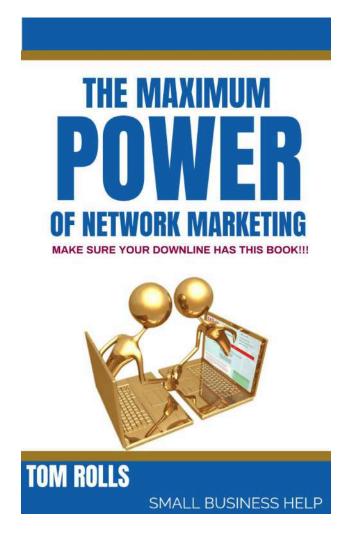
12 Mistakes Even Smart Bloggers Make

Lesson 9:

Nine Steps to Optimize Your Blog for Lead Generation

Lesson 10:

The 3 Quick Tips to Keep Your Audience Engaged



"The Maximum Power of Network Marketing"

STRONG Recruits are Hard to Find... Until NOW! 500 pages - 56 Lessons

Lesson 1:

Why Your Network Marketing Business is Vulnerable if You DO NOT Build Online Lesson 2:

What IS and IS NOT Duplicatable About Online and Offline Network Marketing Lesson 3:

Five Steps to Mastering the Art of Social Media Recruiting

Lesson 4:

Six Psychological Power Triggers You Need to Build Your Network Marketing Business

Lesson 5:

Three Tiers of Online Prospecting and Recruiting for Today's Network Marketers Lesson 6:

What to Do When Your Upline Doesn't Want You to Use the Internet to Build your Team

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Why Home & Hotel Meetings Are Obsolete in Today's Network Marketing World Lesson 8:

Why a Lack of Prospects or Customers is NOT Your REAL Problem

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How do Network Marketing Leaders Build a Strong Team Culture?

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Four Steps to Tap Into Your Prospects' Problems (...and Loosen Their Purse Strings!)

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Do You Treat Your Network Marketing Business Like a Crapshoot?

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What's Wrong with Network Marketing

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5 Simple Steps to Guarantee Your Success in Online Marketing and How to Recruit with the Push of a Button

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Are Facebook "Likes" Important for Promoting Your Network Marketing Business?

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Easily Grow Your Network Marketing Team, Without Home Parties or Hotel Meetings, Using this Obvious "Live Chat" Tool

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How to Deal with Conflict from Your Upline, Team Members, Friends, and Family Lesson 17:

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How to Save Network Marketing & Your Relationships, While Rapidly Growing Your Team

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5 Steps to Build True Loyalty in Your Network Marketing Team

Lesson 23:

How to Deal with Network Marketing Haters

Lesson 24:

How to Maintain Your Posture When Speaking with Prospects Using Assumptive Questions

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3 Simple Steps to Recruit Leaders on Social Media

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How to Powerfully Connect with Your Target Market and Make Selling & Recruiting 10X Easier

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What To Do If Your Downline or New Recruits Are Lazy & Not Producing

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Why Blogging is Critical for Today's Digital Network Marketer

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The Secret Mindset Hack of a Network Marketing Top Earner

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5 Network Marketing Practices for a Perfect Week

Lesson 38:

How to Duplicate Complex Skill Sets to Quickly Build a Network Marketing Team

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How to Recruit with Facebook Sponsored Posts

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7 Surefire ways to Overcome Skepticism

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The 5-Step Process to Get Inside Your Prospect's as Their Perfect Solution

Lesson 42:

Certainty Will Kill Your Network Marketing Business

Lesson 43:

How to Enroll and Grow a High-Performance Organization

Lesson 44:

The 4 Dangers of Cold Market Recruiting Facebook will BAN your account!

Lesson 45:

The Definitive Answer to the Biggest Objection Every Network Marketer Dreads

Lesson 46:

Why Blogging is Critical for Today's Digital Network Marketer

Lesson 47:

Are You Subsidizing Somebody Else's Network Marketing Success?

Lesson 48:

How to Strategically Repurpose Your Content to Maximize Traffic, Leads, and Sales Lesson 49:

The Network Marketer's Bookshelf: Over a Century of Sales & Personal Development Classics

Lesson 50:

How to Harness Your Prospects' Unspoken Desires to Exponentially Increase Your Marketing Effectiveness

Lesson 51:

How to Retain 90% of Your Team and Hit Seven Figures Without Recruiting Friends or Family

Lesson 52:

Seven Proven & Simple Ways to Find Qualified Prospects and Build a Big Team

Lesson 53:

One Simple 'Mind Hack' INSTANTLY Boosts Marketing Results

Lesson 54:

Five Secrets to Effortlessly Attract More Prospects

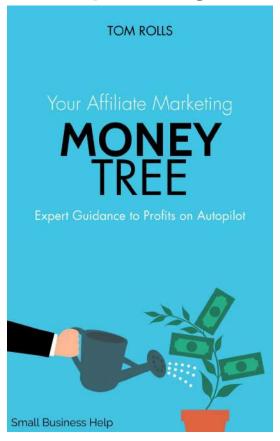
Lesson 55:

How to Recruit Your Uber/Lyft Drivers Into Your Business

Lesson 56:

7 Ways to Guarantee Your Blog Stands Out from All the "Noise" on the Internet

Keep scrolling...



"Affiliate Marketing Money Tree"

I Know Affiliate Marketers Who Are Stupid (If They Can Do It, So Can You!) 335 pages - 38 Lessons

Lesson 1:

3 Steps to Become a Super Affiliate

Lesson 2:

8 Ways to Generate Traffic, Leads, and Sales from Social Media

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How to Create EPIC Content!

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Lesson 22:

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Lesson 23:

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Lesson 28:

6 Surefire Ways to Make Your Message Irresistible

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The 3-Act "Cliffhanger" Formula for Crafting a Wickedly-Effective Call-to-Action Lesson 36:

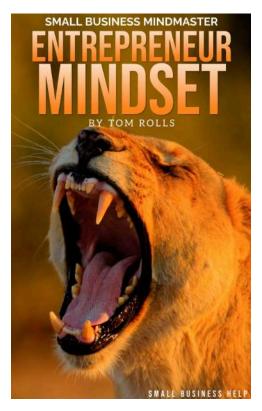
Three Gimmick-Free & Time-Tested Direct Marketing Tactics to Immediately Boost Your Bottom Line

Lesson 37:

How to Build Your Business Online Leveraging the Five Levels of Internet Automation Lesson 38:

How to Identify Your True Target Market (Once and For All)

Keep Scrolling For More



"Entrepreneur Mindset"

Whether You Think You Can or Think You Can't... You're RIGHT! 160 pages - 18 Lessons

Lesson 1:

How to Attract Customers Even When You're Brand New & Don't Have Big Results Lesson 2:

How to Break Away from Mediocrity and Come into Your Greatness

Lesson 3:

Reframing the "Risks" of Entrepreneurship: How I Learned to Stop Worrying and Love Probability

Lesson 4:

Decoding the Language Patterns of Ultra-Successful Entrepreneurs

Lesson 5:

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This Is Why Most Goals Suck!

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Seven Simple Tips to Jump-Start Your Business When You're Short on Time

Lesson 9:

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Lesson 10:

Four Steps to Maximize Productivity and Resourcefulness When Dealing with Financial Stress and Worry

Lesson 11:

Dr. Stanley's Top 10 Success Factors of Millionaire Minds

Lesson 12:

The 90 Minute Blitz Formula: 4 Steps to Produce More in Your Business in 90 Minutes Than Most Produce in One Week!

Lesson 13:

The Right Mindset for Paid Advertising

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Three Steps to Rebuild Momentum and Regain Motivation After a Setback in Your Network Marketing Business

Lesson 15:

Hypnotize People to Hang on Your Every Word

Lesson 16:

How To "Map" Your Weekly Schedule to Have More Fun and Get More Done!

Lesson 17: Seven Strategies to Start Taking ACTION Today!

Lesson 18:

Seven Steps to Become an Extraordinary Entrepreneur

Keep Scrolling For More...



"Maximum Profits with Facebook"

Turn Followers Into Buyers & Posts Into Paychecks! 240 pages - 25 Lessons

Lesson 1:

Free vs. Paid Online Lead Generation Strategies: Where Should You Start?

Lesson 2

Should You Use Your Personal Profile or a "Fan" Page to Build Your Business on Facebook?

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The Four Primary Facebook Advertising Objectives

Lesson 4:

How To Keep Facebook from Banning Your Ad Account!

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How to Combat the Rising Costs of Facebook Advertising

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How to Leverage Facebook Messenger Ads to Immediately Connect with Your Prospects

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Six Factors to Create Higher Converting Campaigns on Facebook

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3 Controversial Ways to Increase Your Facebook Live Conversions

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The 5 Powerful Elements Your Facebook Posts MUST Contain to Passively Attract Prospects, Customers, & Recruits

Lesson 26:

3 Bucket Strategy to Exponentially Scale Facebook Campaign

Pretty extensive list, huh? - It is EVERYTHING you need to become a WORLD CLASS network marketer, affiliate marketer, small business marketing consultant, online creator/influencer. This all may seem overwhelming but I assure you that it is very easy to set up.

Really, all you do is give away this book. (To networkers, affiliates and business owners.) Then, keep in touch with those below you and develop relationships.

Below are three lessons similar to the lessons in the course, "Invisible to Invincible".

Example Lesson 1:

5 Steps to Build True Loyalty in Your Network Marketing Team



Can you guess the most scarce commodity in network marketing? Hint: it's the "glue" that holds everything together. In fact, it's something that applies to any business, but is especially important in network marketing.

Any guesses? Ready for the answer? **It's loyalty!** (*I know, the title kinda gave the surprise away, ha ha.*) Loyalty is—without exception—the single most scarce commodity in network marketing. It's also the most important.

Because, quite simply...

You simply cannot build an organization without loyalty

And you also can't have loyalty for loyalty's sake—you can't demand loyalty like a dictator.

Loyalty needs to be earned.

It has to be earned through your sacrifice to others.

This is how you grow a loyal team (even when your company will have its own ups and downs). The practical side of the equation is this... You need your own training and marketing systems that actually help people get RESULTS.

Because loyalty can't be based on hype, guilt, or religion. I think this is a major problem in a lot of network marketing organizations, especially some of the older ones.



You just can't BS this part of it. Even if

your opportunity is not perfect and your systems aren't perfect... As long as you're making a concerted effort to add value to your team—helping your team members get results for themselves—then they will feel like you're genuinely trying your best (and thus stick around).

So how do you do that? Great question! Which is exactly what I'm going to address in this post. So let's dive into the 5 specific ways you can add value and build loyalty in your team...

1. Provide value everyday



You must invest your personal time to train your team. Period. **You need to bring value to other people's lives, daily.** Take me, for instance...

Why do I do Facebook Live videos every week? I'm not a morning person and I certainly don't like to think in the morning, so why do I do this? It's because I

know it'll impact our community and the industry at large. It gratifies me to see you guys participating and learning.

The feedback I get is awesome, but that's not just for me. I know I'm making an impact and adding value to people's lives. Plus, since I've started doing these daily lives and investing at least 15 minutes a day...

My company has exploded in growth, my community has also grown substantially, and affiliates are doing exponentially better.

A big part of that has to do with our willingness to contribute, as a team. It starts at the top with myself as the leader, and I'm willing to invest every single day of my personal time to help train our followers. That's precisely what you have to do if you're running a team or organization of any kind.

You need to create a daily connection with every single person.

2. Create incentives



You always want to tilt the rewards in favor of your team. **Add bonuses that go beyond the comp plan.** Some leaders in network marketing do this extremely well. In fact, I recently talked with network marketing leader, Angel, and it just blows my mind all the bonuses she offers for her team members for achieving certain milestones in their business.

She has regular contests and promotions, and it's pretty awesome. One of things I do here at SBH for the team members is something called "scale pay." As my (other) company grows, the pay for our team members and employees also grows! They automatically get a raise as we hit certain revenue numbers.

This is on a monthly basis, so we have to continue to grow if they want their raise. Imagine your income growing alongside your company as it grows. How

awesome would that be? It's also something we instituted as a way to protect ourselves and our company.

For example, let's say that we go through a downturn. Every company, at some point, has a rough patch and revenue drops. Well, what I actually tell our employees and our team members is if the company loses money then they also lose money.

It goes both ways. We all share in the upside and the downside. But guess what? Ever since we've instituted this, we haven't had a downside. In fact, at the end of every single month, we now have team members that are cheerleaders, encouraging other team members to push hard at the end of the month.

That helps with morale, and it also helps our affiliates earn commissions, and it means we keep pouring on the value every day. So think of ways you can inspire and motivate your team by tilting the rewards in their favor.

What bonuses can you offer as they rise in the ranks within your organization? Also keep in mind that recognition is HUGE. So place the focus on your team's victories and you'll all win together.

3. Encourage open communication



If you want to build real loyalty then you must encourage open communication. Unfortunately, this isn't typically done in traditional network marketing. I remember the days when I was in my first company and our upline diamond was

this "big shot," but I never actually talked to the guy.



I saw him at events occasionally, and I heard him on some recordings. I never actually talked to the guy. I barely even talked to the person below him. What I recommend for leaders, no matter how big you are, is to have open communication with your team members. How cool is that to have your mentor and the people that you're watching in these training answer your questions directly?. As a leader, it helps me keep my finger on the pulse of where our community is and how people are doing, so I encourage open communication.

Open communication brings issues to the forefront, sooner rather than later. When people feel like they're being heard and that their voice matters, no matter how small, then you're going to build up their loyalty.

4, Don't take your team for granted



Now let's talk about the flip side of loyalty. Because loyalty should not be something that's seen as an absolute. One of the pitfalls many people have when they're trying to create security and loyalty in their team is they're coming at it with the wrong mindset.

I've observed this recently in some of our clients, and I had to adjust their thinking. They come in with a mindset of, "How am I going to get screwed?" They're focused on the downside. Now, that might be a way of functioning in the "backstabbing" corporate world, I get that.

Even in the corporate world that actually indicates a leadership that's lacking, which is fostering that type of scarcity thinking (which, needless to say, doesn't foster the best work in your employees). Some people default to thinking they're going to get screwed, and they're always guarding against getting screwed.

Therefore, they have no trust. This mindset doesn't work for creating a thriving team culture... **Because if you have no trust, then you have no loyalty.**

So how do you foster trust?

5. Foster trust



First YOU have to give people the benefit of the doubt and trust them. Of course, you should have things in place such as contracts and agreements, that's normal in business. **But you also need to trust.**

Because when it hits the fan, or when things go bad in your team, then you really want to have built up that repository of loyalty like I've talked about. Trust and loyalty will always trump the deflating thought that, "it's just business."

The "it's just business" realm is a hallmark of the corporate world and it's a very dangerous phrase, because it means you're willing to turn on anybody, at a moment's notice, and thus people can't count on you.

So what are they going to do? Well, they're going to watch their back and look out for themselves, without going all in. These dynamics just don't work, especially in the "volunteer army" of the network marketing space.

Fortunately, I've never had to operate in a "just business" mode here at SBH with any of our community or team members. That doesn't mean I haven't had challenges.



Loyalty will be tested through difficult times

I wish I could tell you all the things that I had to go through as a company as I grew. My employees, our team members, and even our affiliates stayed loyal through a period of time where they knew they weren't getting the best deal possible, when their pay was low, and when their payouts weren't the fastest.

But people will stay, even when everybody else says they should leave... If you've built up a repository of loyalty, by being willing to do the things others wouldn't during the hard times. Sure, you will have people that leave, because it always happens. The people who are going to be most loyal to you are the people you have invested your time in.

To summarize...

Again, here's how you can gain loyalty through sacrificing for your team...

- Provide value everyday
- Create incentives by tilting rewards in favor of your team
- Be honest and encourage open communication
- Don't take your team for granted or put your interests first
- Foster trust by investing in your team

Hope this makes sense for how you should run your team, and also how you should work to build your brand. Because this isn't *just* about building a network marketing organization, of course.

This process is also how you grow any business or team organization, create a personal brand, build a following, and maintain a personal connection to keep that following loyal and engaged. These principles are universal.



Example Lesson 2: 6 Surefire Ways to Make Your Message Irresistible



If you're advertising on Facebook, you already know there are MILLIONS of advertisers out there. And guess what...all those advertisers are also competing for your prospects' limited attention.

Yep—unfortunately, you're not the only one showing up in their News Feed. Far from it. I mean, just scroll through your Feed and just notice how many ads you see. It's just about every 6th post, right? Which begs the question, given all the noise and endless distractions out there...

How do you make your message so compelling people can't ignore you?

How do you make yourself different? Most importantly, how do you stand out from the crowd and actually connect with people? To help answer this question—whether you're putting together ads, writing an email, or posting on Facebook—I'm going to share six ways to make your message so irresistible... People will immediately stop scrolling their News Feed or inbox...and pay attention to your message.

You'll make your message impossible to ignore and will connect with your prospects immediately. Once you connect, it's going to be that much easier to sell your products or enroll new team members into your business. Now, to do all that, you have to say something that leaves an impression on people.

So, on that note, here are six ways to amplify your message and make it more exciting, more memorable, and definitely more compelling!



First, make sure your message is relevant. When your prospect sees your ad, your post, or your email, they have to know it's for them. They have to know that you're talking to them...personally.

Say something that's going to resonate with them. Let me tell you my story as an example... When I got started in network marketing, it was more of a direct sales business. I was 19 years old. I had a big warm market, but it wasn't that productive. Plus, I had very little credibility, given I was so young. My first four months in the business, I talked to a lot of people I knew – including friends and relatives. I invited them to meetings.

Pretty much everyone said, "No."

Sometimes, people said they'd come to the meetings but they never showed up. Other times, people I knew really, really well would come to the meeting and then walk away saying... "What is this? I'm not interested in this."

I set up 25 separate kitchen table appointments. I set up my flip chart, wrote notes on my yellow pad, and talked to them about what we do, who we are, and how we could help their family. **Every one of those 25 people said, "No."** I use that story in my messages.

If you're involved in network marketing or direct sales, you will automatically resonate with that story. You probably feel some of that pain, some of that rejection, because it's relevant to your own experience. When you post something, make sure that it's relevant to your audience. When your message is relevant to their pains, hopes, desires, frustrations, or struggles, it creates an immediate bond.



Next, you should always make your message personal. Talk about yourself. (You'll also want to talk about them, but we'll cover that a little later.) I just shared a brief personal story. I shared about feeling rejected, feeling frustrated, and feeling like a failure because I had zero results.

Nobody bought. Nobody joined. I didn't sign up anybody for four months! In sharing that story, I showed a little vulnerability. When you reveal a little bit of yourself by sharing your story, people get to know you. You want people you're trying to attract into your tribe to get to know you. That is what's going to help them like and trust you.

Nobody buys from someone they don't like and trust

If you're only posting about business, they won't ever get to know you. Why would they connect with somebody they don't know? If you want to establish credibility, if you want to establish trust, allow people to get to know you and like you. Reveal a little bit about your life. Being relevant and getting personal with your message is super important.

3. Tell a story



Story is the glue that holds your message together. Talking about concepts and benefits, or principles and philosophies is good, but it can be dry. On the other hand, when you can convey that same information in the form of a story – whether it's about yourself, something you read, something you saw on television, in the news, or in a movie – it creates a mesmerizing effect on people.

People are hardwired to pay attention to stories. Stories are engaging and entertaining. The minute you start telling a story, you disarm people. Their resistance drops. They start paying attention. They're captivated.

For example...

When you go to see a movie, you know it's not a true story

Even if it's based on a true story, you know it's just a movie. You know it's not real life. But for two hours, you're fully engaged, because it's a story. (Unless it's a lousy movie, of course!)

Now I'm not telling you to share two-hour stories. But by using brief stories in your ads, Facebook posts, or emails, you're going to create that same emotional effect on your audience. If you want to get great at telling stories, there are plenty of resources out there.

Reverse-engineer what you see and feel when you experience stories. Read books about stories and storytelling Watch movies or television programs and pay attention to how they are telling the story and why the story works.

Whenever you read a good book, analyze how the author has hooked you emotionally, or why you identified with the hero. Use the power of story in your own ads, in your own marketing, in your own messages.



People buy emotionally; they don't buy logically. The decision to buy is emotional – but people back up that buying decision with logic. So when you're posting a message or telling a story...

Charge your words with emotion.

After every message I write—whether it's an email, an ad, a sales letter, or even a blog post—I always look it over and ask...

- "How can I make it more riveting?"
- "How can I make it more compelling?"
- "How can I make it more emotional?"

The answer to those questions relies on hitting on specific pain or frustration points or talking about the goals and desires that you know your audience would resonate with.

We don't buy things for logical reasons.

We buy things for emotional reasons

Think about the last time you bought something—new clothes, a car, a house in a certain neighborhood, a vacation. Why did you do it? Why did you buy that particular thing? Well, you probably bought it because it made you feel good, because it elevated your status. Then you justified it with logic.

So if you're trying to persuade people to see the value of your product, make it emotional.

Ask yourself... "What is it about my product or business opportunity that's going to appeal to people on an emotional level?"

Once you have the emotional hook, then bring in the facts and logic to help them justify the decision to buy or do business with you.



Human beings are very curious by nature. When we see something that provokes our curiosity, we automatically want answers.

Here's a simple example.

When I use the popular headline formula, "How to _____"...

- "How to build your business."
- "How to explode your business."
- "How to use the Internet to grow your team."

...it immediately triggers a question in your head, even though I'm not directly asking you a question. When I say I'm going to tell you how to do something, assuming it's relevant to you, you immediately want to know... "Yeah, how do you do that?"

That provokes curiosity. That's a very basic, but very powerful way to communicate. When you're putting together your ad, Facebook post, blog post, or email...

Start with a "how-to" statement

Start simply.

You can always tweak it later, but start with "how to." For example, if I say... "How to recruit more, but prospect less,"

Anybody who's interested in growing their business, and is sick and tired of prospecting and rejection, is going to be extremely curious.

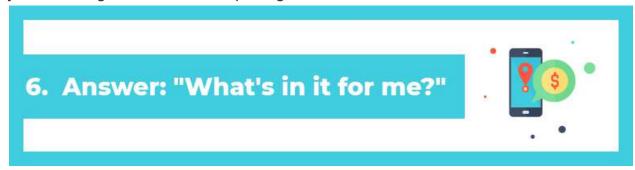
They're going to want to know...

"Yeah, how do you recruit more people and prospect less?"

If you're dealing in the diet industry, you might say...

"How to lose weight by eating fatty foods."

This is super curiosity provoking, because we've all been taught that you should avoid fatty foods. Injecting things that provoke your audience's curiosity will make your message a lot more compelling.



Always answer... "What's in it for me?"

You can tell your story, use emotion, make it personal, provoke their curiosity, and all that good stuff...

But at the end of the day, when people read your message they want to know...

- "What's in it for me?"
- "How is this going to help me?"

• "How is this going to benefit me?"

Always think about how what you are offering benefits your prospect. How is it going to help them? For example, let's say you have a highlighter at your desk. All it does is highlight stuff, right?

But, you didn't buy it to highlight stuff. You bought it because you want to make your life easier by emphasizing certain things you're reading. A highlighter is a shortcut. You use it to highlight important points in a book.

That way, you can go back later and find those important points without having to search the whole book. It's all highlighted. A highlighter makes life easier for you. That's what's in it for you.

As an exercise...

Look at items around your house and ask: what the benefits are of that particular thing?

What's in it for you? Ask yourself...

- "Why did I buy this?"
- "What is it ultimately that I wanted this to do?"
- "How is this making my life easier, or better?"
- "What's in it for me?"

Here's another example. Look at all the instructional books on your shelves. Why did you buy them? **Did you buy them because you wanted to read them?** No, you bought them because you wanted the information. You wanted whatever the promise of that information was. It was the end result that the book promised you. That's the bottom line to your ads and to your messages.

They must be driven by what's in it for your audience, by what's in it for your prospect. "What's in it for me?"

To recap...

The six ways to make your message irresistible are...

- 1. Make it relevant
- 2. Make it personal
- 3. Tell a story
- 4. Appeal to emotions
- 5. Provoke curiosity
- 6. Always address, "what's in it for me"

Focus on these six things every time you sit down to write a message, and your ads, your emails, your blog posts, your videos are going to be a lot more compelling and a lot more interesting.

They're going to be irresistible and pretty much impossible to ignore.

Now, if you'd like to learn more about connecting with your prospects using the Internet (with less stress and a lot quicker than using traditional methods), then I strongly encourage you to sign up for "Invisible to Invincible" today.

You'll learn how to build your business online using proven "world class marketing" strategies so you'll never have to chase down deadbeat prospects again.

I don't teach theory, I teach practical strategies that you can take action on immediately to build your business to new heights.



Example Lesson 3: How to Build Your Business Online in Three Strategic Steps



Are you tired of prospecting friends and family? Tired of doing home meetings, cold calls, and chasing after everyone you meet? Are you sick of being accused of peddling some "pyramid thing?"

If you said yes to any of those questions, then you're ready to take your business into the 21st century and build online. Let me explain...

Nine months into building my business, I had recruited 17 people into my business and ALL of them had quit! I had held home meetings at my mom's house, friend's houses, stranger's houses, attended company events, and regional events. After literally tens of thousands of miles driven and \$10,000 in the hole, I was about ready to quit.

It was pretty embarrassing and I absolutely DID NOT want to face the "I told you so" from anyone, so I took a leap of faith and started searching the Internet for answers! By the grace of God and maybe a little luck, I found the website of someone who had built a huge network and empire almost completely online and thus began my journey into Online Marketing. I was saved!

Long story short, I thank God for the online mentors I've grown with because they literally saved my life! Today, as my mentors did with me, I devote much of my time today showing others how they can take their business online and let go of everything you don't like about building the old school way.

Now, if you want to build online, here's what you need to know... First of all, the benefits are HHHUUUGE!

- You can generate fresh, qualified leads from wherever (and whenever) you please.
- You can end rejection forever by only talking to people who are highly interested in your offer.
- You don't need to drive long hours, your startup costs are low, and your business works for you 24/7—without you ever having to pick up the phone!

The best part is that you don't need to be "techie" or particularly good with computers to get started. There are three steps required to take your business online, starting with...



Now, I know people have different attitudes as far as personal development and mindset goes. But my advice is pretty practical. First, you must get comfortable with the unknown. Basically, you need to be present and respect the journey.

Know that you're not going to learn everything you need all at once, in one fell swoop. When you go online, you're learning a whole new skillset. Almost a new profession.

Think of it...

When you learn a new profession, what do you usually do?

Well, you go to school for four years. We're not going to have you do that, and it probably shouldn't take four years, anyway.

However, if there was a school of building a business online, it probably would take a few months to get through all the coursework, so be prepared for a learning curve.

Don't try to learn everything at once. **Just focus on what's in front of you.** Master that, implement it, and then move on. You have to get comfortable with not knowing what's ahead.

There's always going to be new technology that you don't know about and new skills that you have to acquire. Keep that in mind and expect the unknown. The other issue is a biggie and comes up often: It's the ability to overcome adversity and not give up.

Master the

unknown

By going online...

Do certain parts of building your business become easier?

Yes! That's the purpose of going online—to create more efficiency, so you're not doing things that either waste time or you simply don't like doing.

- So no more driving around town to get from point A to point B.
- No more meeting people one-on-one.
- And no more following up over and over after they've seen "the plan."

However, you are still going to face adversity.

You're still going to hit roadblocks and get stuck. If you're somebody that easily gives up when you encounter those types of things, then don't even try to build a business at all.

You have to respect the new skills you're learning

Be willing to face tough times. Respect means when you actually get stuck, you don't easily give up. You push through and become resourceful.

An important part of the equation is knowing where to go to find answers or knowing who to ask to find answers (more on this later). This is vital to your success.

The last thing is...

You've got to overcome peer-pressure



There are people that are not going to approve of you doing something different from what they recommend within the company. Maybe someone in your upline doesn't want you to explore other methods.

That's normal. It's normal for people who have not built their business this way to have a negative attitude. Human beings fear the unknown which is why the first thing I told you was: master the unknown.

It's natural for people to fear what they don't know

Not only is it natural to fear the unknown, but it's also natural to attack it too. Know that if your upline—even if they have a massive downline—haven't built a business online, then they're talking about something they don't truly understand.

Building a business online is completely different than building it offline. It requires different methods and an entirely different skill set. Building offline is something you can admire and appreciate—and I certainly do—and respect anyone that's done it.

If a leader hasn't done anything online, and they're talking 'smack' about it, then they have no credibility in my book. **Respect them, but don't give in to their doubt and fear.** In today's day and age, more and more leaders in the industry are starting to accept that you can actually build on social media and use Internet marketing. The proof is in the pudding. You see people everywhere who are successfully building online. The proof is all around you.

You don't need the approval of anyone else

Move forward no matter what others say to you.

Invisible to Invincible provides a lot of support as it relates to this, and can offer expert advice.

This sums up the mindset:

- Master the unknown.
- Learn how to overcome adversity.
- Learn to overcome peer pressure.

Those three things will come up, but now you can be prepared.

The next thing you need is a...





You need an implementation blueprint. Something you can reference along the way. There are primarily two different ways that you can build your business online.

First, there's the...

Active social media recruiting

Overcome adversity

...which you can actually implement right away. With social media recruiting, you honestly don't have to learn much of anything. All you need is a personal account on Facebook (no website required), and some sort of process—maybe provided by your upline or somebody in your company—on how to present your opportunity and convert prospects into either buyers or new reps.

You only need to know where to take them, and how to process them. You can start implementing social media recruiting strategies today to build your business. In fact, this strategy is basically equitable to what you'd do offline, except you're transposing the process online.

The challenge with social media is you're always busy...

- You're always posting.
- You're always engaging.
- You're always interacting with people.

It produces results quickly (and it can produce massive results), and you can duplicate it quickly, but it's time-intensive.

Most of the time... People will move beyond simple social media recruiting stuff because they want to create more leverage in their business and to free up more of their time.

That's what I've been teaching here at Small Business Help.

The next level of social media is...

Passive social media recruiting

...which is about posting valuable content or information that inspires people to reach out to you and ask you what you're doing. In fact, a lot of our students are generating dozens of prospects reaching out to them, asking...

"What are you doing? I want to learn more!" I prefer to start a conversation with somebody when they're reaching out. They are coming to you—instead of the



other way around. Then you're able to create leverage and scale.

All the things you normally would do with social media you're now able to scale and accelerate your results.

For this, you're going to need a Facebook Business Page (aka a Fan Page) and a training and lead generation system. The idea is for people to reach out to you by going to your website and submitting their information, which can happen 24/7 (while you're sleeping or at the beach).

They'll do this in exchange for valuable information you've promised to give them. They are then automatically sent all the information they need to get familiar with your business in no time!

It's all automatic. That's what a "funnel" does. This is how you can passively have prospects come into your business, every single day. In our business, we have prospects reaching out to us, requesting information daily.

There's no way we could personally talk to every single one of them, so we had to create funnels or processes to be able to present offers to people en masse on autopilot. This allows you to take people that are brand new and fresh and walk

them through a presentation in an automated way. That's essentially what I'm talking about with passive recruiting strategies.

Now, for the final piece, which is...



It would be very difficult for you to do everything I just described without some personal one-on-one help. Think about it, when you started building a business and community offline, somebody showed you the next steps to take.

The same is true with building your business online: You need someone to show you a step-by-step blueprint.

With "Invisible to Invincible", you can learn all the skills needed to succeed and prosper online without the **tens of thousands of dollars** it takes to pay a good mentor.

I know it's overwhelming when you're brand new. That is why I made "Invisible to Invincible" such an easy system. You just give this book away to online marketers and small business owners. That's it!

Now, for your other enterprises, you have "Invisible to Invincible" to show you all the skills you need to thrive!

You'll never feel insecure about not being sure what to do next.

Or not sure if what you did is correct. And hey, I know how powerful this is from personal experience. When I first got started, I **spent way too much** (mostly on credit cards) trying to build my business without marketing guidance. It was pretty costly, to say the least. **However, once I got the skills I needed, it put me on the fast track to achieving results.** I believe you can do it too, but...

You have to make the commitment and start with the first step.

So, if you're ready to take that first step but unsure of just how to begin building your business online, then I highly recommend getting "Invisible to Invincible" because while it is possible to build your business offline, the way I will teach you is more efficient and allows you to create income quickly, all from your laptop.

And just like the information that changed my life years ago, it can change your life as well. You'll have the tools to build your business automatically — where prospects come to you on a daily basis—ready to sign up and get busy.

As an Affiliate – You will be added as an affiliate seller automatically when you purchase. Check your welcome email for all of the information.

Then, go to: https://www.pdffiller.com/ (or any pdf editor) replace the affiliate sales link, on the last page of this book, with yours. Replace the name and email at the bottom with yours.

Share This Book. Don't ever mention the course **OR** the affiliate program. All you have is this book. Give away THIS book (for free). Place inexpensive ads if needed. **Everything you need is on the "Invisible to Invincible" affiliate website.** Make this book downloadable on your site or Facebook.

>>> **Send it** to everyone you know in network marketing, affiliate marketing and small business owners. When someone clicks on your link to buy, you get a commission.

Remember: When posting or advertising only mention this book... **never** mention the course.....

Everything else happens automatically.



You make a sale: \$50 commission. When your referred affiliate makes a sale: You get \$10. ...and when their referral makes a sale you get \$15. You know how to do the math...\$\$\$

Let's say you sell "Invisible to Invincible" to three people. You get \$150.

Then, each of those people sell 3. You get \$90 for doing nothing.

Then, each of the THOSE people sell 3 each and you get...... \$405 for doing even MORE nothing.

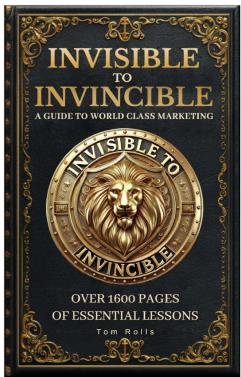
You just made \$645 for 3 sales! Imagine if you made 10 sales and so did all of the others... (\$16,400)

BUT! - It's not about the sales. It's about the relationships that are fostered...

Everyone needs "Invisible to Invincible" to learn how to best market other businesses.

Without buying the course, you are still stuck where you are. The whole purpose of this course is to show you how to best market your offer.

This course is different as it is essential to the system of endless leads for your business.



To purchase "Invisible to Invincible" click this link.

https://invisibletoinvincible.tomrolls.com/

(Put your sales affiliate link above replacing the existing one.)

Tom Rolls - tom@tomrolls.com <<< Replace this email with yours.

