

# BELIEF FORMULA - Building Team Momentum

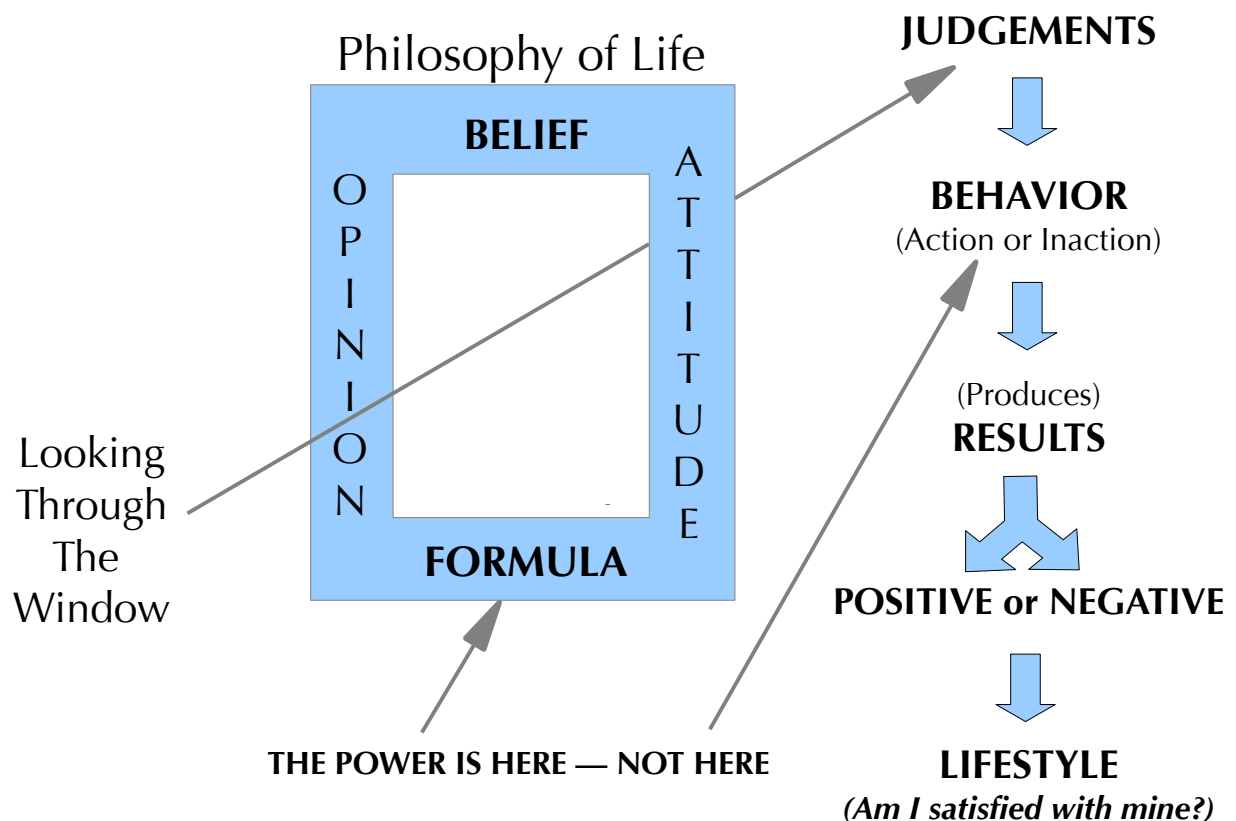
Roy Ingbre

If you knew exactly what you needed to do on a daily basis to get where you wanted to go, would you follow it? - WHY?

## STEP ONE: AM I COMMITTED TO DO WHATEVER IT TAKES TO REACH MY GOAL?

- Am I willing to make sacrifices along the way?
- What am I willing to give in the next 30 - 60 - 90 days to make it happen?
- Does my family understand my business?
- Do I realize that the journey will sometimes be more challenging than the amount of energy I have to give?
- Is quitting not an option?
- Is my business important enough and my WHY big enough, to not let "life" get in the way?

## STEP TWO: DO I HAVE A WINNING FORMULA?



If not, am I willing to make the changes necessary to achieve my desired results?

**IF WE TRY TO CHANGE OUR BEHAVIOUR TO CHANGE THE RESULTS, IT WILL NOT WORK!**

# ATTITUDES

## EXCUSES (bad attitude)

No time  
No prospects  
Rejection  
Too hard  
No money  
I'm not doing it good enough

## AFFIRMATIONS (good attitude)

I make a difference in peoples lives!  
Lots of people have not heard!  
Not Personally!  
I have positive friends and support!  
Great value!  
I can do this!

Every day we have a "Clean Sheet" to write on.....

Unconscious	Incompetence to		
Conscious	Incompetence to)	Most	Riding
Conscious	Competence to)	Critical	a bike
Unconscious	Competence to		

## False Evidence Appearing Real

### **STEP THREE: WHAT ACTIVITIES WILL INCREASE MY BUSINESS THE FASTEST?**

Stop asking: will this work?

Start asking: Will this DUPLICATE? Can I teach someone to do what I am doing?

**TEAM MOMENTUM — is only achievable if it is DUPLICABLE**

**DUPLICATION:** What I am doing with you, are you going to be able to do immediately with someone else - in town, across town, across the country, in another country?

**HOW MUCH WOULD MY BUSINESS INCREASE TODAY IF MY TEAM  
DID EXACTLY WHAT I DID - TODAY?**

It is important that the new Affiliate get a new recruit as soon as possible,  
Within a few days....

## The SYSTEM -

### GSR - Getting Started Right: Immediate Action

- 1. Launching Your Business**
- 2. 24 Hour Game Plan**
- 3. Help your Recruit Launch their business**

Stay in an environment that is conducive to both personal growth as well as enlarging your organization by attending, supporting and participating in the Business Briefings and other events, creating TEAM Spirit.

### Together Everyone Achieves More

To be successful in this Business - Be the messenger - not the message! The System we teach is Duplicable - People are not! Be yourself - Use the SYSTEM!

### Three Fundamentals of Success;

Learn Knowledge

Activity Knowledge

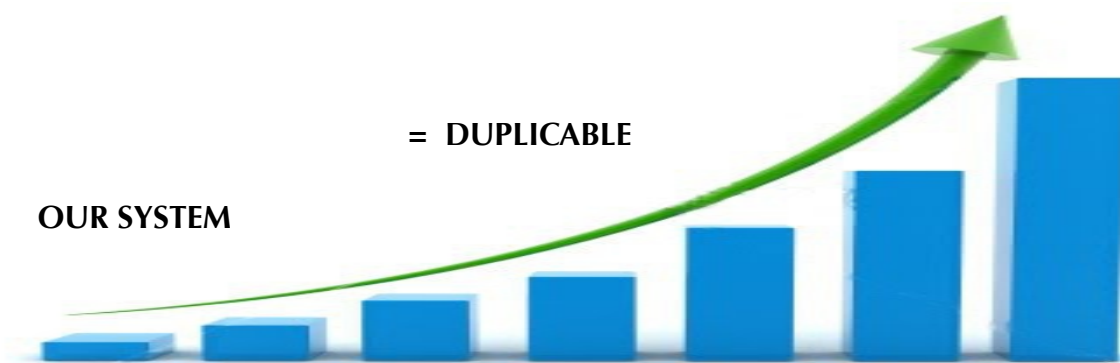
Modelling Knowledge

TEACH TO TEACH - It captures the POWER OF DUPLICATION.

### THREE necessary qualities:

1. A burning DESIRE
2. A WILLINGNESS to work
3. Being TEACHABLE/COACHABLE

= TEAM MOMENTUM



**Entrepreneurship is living a few years of your life like most people won't, so that you can spend the rest of your life like most people can't!**