



Invitation Selling

Invitation selling is all about YOU being the invitation for people to join your programs, your community, your movement, etc. It's about YOU showing up and INVITING peeps to work with you, instead of waiting around for them to make a decision.

Today we are going to go over something called The List of 25. Most of the instruction will be found in the video, including a tutorial and screen shots so you can see how I use my List of 25 in so many ways. If I had to declare a secret sauce to my success in business—it would be this single practice of keeping a List of 25.

Now, here's the thing. Let's get real. Just putting the list together isn't going to do anything. It's putting it together, using it to build relationships, using it for tracking your conversations and progress...and USING IT. Implementing it. Making it a habit.

For me, this is what this looks like:

1. Building a habit. Every week I am in my List of 25 on the same day of the week. (For me it's Monday's). I am keeping track of conversations, results, registrations. I am following up. I am BEING THE INVITATION.
2. You'll also see in the video that I am using my List of 25 for all types of things: Asking for Referrals, JV Training Exchanges, Founders Dinners, Individual Programs.
3. So, I actually have LOTS of lists of 25. And most will have more than 25 people on them when it is all said and done.

This is how I sell. This is how I invite people into my world. This is what works for me—and I hope you will learn the system —because it can work beautifully for you, too. <3

Template Directions:

1. Here is the link to the Master Template: <https://docs.google.com/spreadsheets/d/1NhQ8qjPkKsyKOV8y9IAmdGXbs1osOK2wTDxdqfVKpFI/edit?usp=sharing>
2. Please go to File, make a copy, and then make your own List of 25.
3. Build a habit around this practice. It will change your biz and your bank account!

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