

I
AM
RHINO





HOW DOES IT WORK?

- A** Connect with your candidates on and off line with a rejection free strategy that keeps you in charge like a rhino!!

- B** At the correct time when you have built up rapport with your candidate do a **WINNING (RISK FREE REJECTION FREE) PITCH**

- C** Get a good **YES** or a good **NO** after around 7 days hence **'The 7 Day Success Formulae'**

- D** For **Duplicate A, B AND C**

Let's go through each step one by one. At the end of this you will have a **DMO (Daily method of operation)** and a 90 day game plan that will lead you to section two of this plan.

First though this will not work unless you do the following things!!!



THINGS YOU MUST DO NOW OR THIS WILL NOT WORK!

The goal is to become attractive so people want to connect and work with you. It takes time. To do this you must..

1 Have a FACE BOOK FACE LIFT

2 Make a list do you can keep track of your activity

3 Only do post of value to your audience.

3 Understand how to get to Started Fast Track. Get to DD and SDD /Club - in our business.

4 Know how the FACE BOOK EDGE RANK works

5 Understand that you are looking to do a WINNING PITCH at the correct time with your candidate that will get you a good **NO** or a good **YES**

6 What a **FORD** is.



1 FACE BOOK FACE LIFT

A – KNOW YOUR TARGET MARKET! ()

Is it mums, entrepreneurs etc.? You decide!

So who is it!!

My Target market is? Write below! Mine is people who want more money without much work or time and no investment etc. Yours's may be children's health or weight loss. Decide!!

.....

D – HAVE A GOOD PROFILE PIC Clear photo needed ()

No pet's just you with a smile!!

E - HAVE AN AMAZING COVER PHOTO - Very important!

THIS IS 50% of your page. This is what turns 'Strangers into friend and eventually some into family (Strong Team members). This is your brand. Have 4 categories about you that become attractive. People either want to follow you because of what you (into footy, travel etc.) or who you are. Explain here who you are. Always include network marketing professional. This will get rid of negative people. Get it made on www.fiver.com See mine. ()

Write down yours on the next page.

My 4 Categories

A Network Marketing Professional

B

C

D



F - POST GOOD CONTENT

WHAT TO POST – Just text is OK down the line when you have a healthy % following who like anything you do. For now post images pics and Videos. Images at non-busy times (Day) and videos at busy times (Eve). They go further with ref to the FB Edge Rank. Just do something. Pics will do FOR NOW.

Make sure the post are about:-

LIFESTYLE – Places you are at. While you travel etc.

VALUE - Quotes etc.

RESULTS – *‘Wow. I have just been with John. He has lost so much weight in just a month using our revolutionary products and the mad thing is I have lost some weight to. Then CALL TO ACTION. Inbox me now or like tis post for more information.’*



2 Have a tracking List!

Copy mine on www.teamrhinotv.com Click on **Academy** and copy it in some way. It is called **10 IN PLAY**

You are going to be speaking to a lot of people so you need to know what you have said and where you are in the pitching process.

As a rule you will not pitch a person on the first day or may not the second. You will need to build KNOW – LIKE – TRUST

This takes time so you need to keep track on where you are with the conversation.

‘PEOPLE DON’T CARE WHAT YOU KNOW UNTIL THEY KNOW THAT YOU CARE’



3 Understand how to get to Started Fast Track. Get to DD and SDD /Club - in our business.

This is easy for you. Go on www.teamrhinotv.com and click on the **7DSF** icon on the top left and listen to the **GETTING STARTED VIDEO**



4 The FACE BOOK EDGE RANK

You are going to get rid of anyone who is no good for you with respect to your reach or FB EDGE RANK – In short the more people you are engaging with the more people will see your post.

So if you have 1000 friends and you communicate with say 100 you have a 10 % communication ratio. If you had 500 friends 100 communicating then if you have 20% of your friends engaging.

This is much better for you and FB will let your post go further.

‘Less is more’

Wow post too as this goes further.

The harder the activity the bigger the reach.

So **commenting** goes even further than a **wow**.

FACE BOOK LIVE goes along way!!

Also **liking** and **wowing** FB connections banners is massive for your rank.

Share things you like and this will get you out there.

Do not cut and paste anything even on messenger as you will have your FB net shorted to nothing.

So:-**Wow, Comment, Share and use positive Emoji’s on a regular basis. Use FB Live if you dare**

It’s a bit like a fisherman casting a net. The more % engagement you have per connections the further away (more people see your post)

the boat his net goes. Also if people share your post then you have your own fleet of fisherman casting nets for you. **This is your goal!!!** People will start to connect with you because they will look at you FB profile – **Make sure you are attractive!! Did you do your FACE LIFT!**

GOOGLE FACE BOOK EDGE RANK NOW AND READ!



5 Understand that you are looking to do a **WINNING PITCH** correct time with your candidate that will get you a good **NO** or a good **YES**

THE WINNING PITCH

Using this method of connection is risk free, rejection free and will be mainly done online.

The winning pitch incorporates the following and is carried out once you have got your candidate to say yes to having a look. Scripts to follow in the 90 day game plan.

- (A)** A Perfect Pitch
- (B)** 3 Videos
- (D)** A 7 day trial if needed
- (F)** A price list to do any selling for you
- (D)** A method of getting a good YES or A Good NO

All the above helps solidify- **KNOW – LIKE - TRUST**

The WINNING PITCH should take about 7 days

Let's go through each little bit

(A) Perfect Pitch

This is when a person agrees to have a look at what you have to offer. You will get to this PITCH as result of some scripts you will use in your 90 day game plan that come shortly so you can get going with this **NOW!**

The PERFECT PITCH will have...

- **A Take away** from them in it – This won't be for you!!
- **An ego booster** – You seem like a great person and
- **A Negative dispeller** – It is not **sales** and it won't take any more **time**. The two biggest negative's you will come across when presenting our business.
- **A Cry for help**. People love to help in general!

As a rule you will do the winning pitch at the earliest the day after you have been speaking to your person

Example of the PERFECT PITCH

'Hey John. It has been great to chat over the last few day. I was wondering if you could help given you seem to be a decent sort of a guy (ego booster). We have a business that turns over millions per month that is growing world ove. It won't be for you (take away) but I am wondering if you know anyone close who could help me (Cry for help). It's not sales (Neg buster) and even better it just takes a flexible hour per day (Neg buster) from your smart phone.'

Remember this pitch it will make you allot of money.

Always remember you have said, **'It won't be for you, 'and, 'Who do you know?'** if they come back with a negativity such as **'I have no time.'** Or **'I don't like sales'**

Most of the time they will say,

'What is it?'

Then you show the next step(s) of the **WINNING PITCH – (B) The videos.**

If they will say, ***'I have no time.'***

You can say,

'I know that, that why I am not asking you but I am asking for your help to find someone you know who can help me. Would be OK to show you a ninety second video that explains who I am looking for? (Part B of the Winning Pitch) You seem a great guy who seems to like helping people after we chatted?'

It's a **WIN WIN WIN** pitch and you can even do it online as most people are on FB now.

Even your family and friends etc.

If they are negative give people the benefit of the doubt and say remember **'FEEL, FELT and FOUND.'**

'It not that selling thing is it?'

'I know how you feel (FEEL) as I felt (FELT) exactly the same. However when I found (FOUND) out more about it nothing like that I was amazed and had to get started. Let me show you a 90 second video that explains what we do? (Step B)

NOTE

NOTE. This is the point where you may get any resistance. Once you understand the EDGE RANK (later) you will please to dump them a they do not add to your business success, It very 'CATARTIC' even to family negatives but this system eliminates this until eventually people will be asking you!

Do not let someone who is not where you want to be in this business or in life give you any advice on our business and steel your dreams. This is why off line can be scary.

GIVE PEOPLE ONE CHANCE – DON'T BE NEEDY JUST GET RID OR TELL THEM YOU WILL LET THEM KNOW HOW YOU ARE GETTING ON.



(B) 3 Videos

Video on 1 is just 90 secs. Most people can spare 90 secs. The main point to get across is that Juice Plus is:-

- Great value at less than a cup of coffee
- Could help save their life due to its proven ability to neutralise free radicals
- Is proven by science and nothing on the planet is more proven.

Important point! Never just send. Get appointment as to when they will look at it so you can get back. Never just send! Stay in control.

Go on www.teamrhinotv.com and click on GOOD HEALTH. The video comes up and is Dr Fowler explaining what JP is.

Video 2 is a bit longer. This is to put the meat on the bones. It is on the **7DSF** icon on the top right of www.teamrhinotv.com Click on Chris a health pro who explains it well.

You may find that by now they are getting nosy and going through the site. This is great news. They may have even looked at video three about the business.

Video 3 is about the business. Again it is on the **7DSF** **It's me in Dubai. The quicker your own the better to!**

Before they look at it tell them you have a training plan waiting for them (This document). It's all done on your phone so not time consuming, is not sales orientated and all they do is what you are

doing to them. So keep the chat to a minimum and use this
'WINNING PITCH'



(C) A 7 day trial if needed

Step (C) Free Trial If not ready to JOIN OR BUY send a 7 day trial of the vineyard blend. This is accompanied with the puppy dog trial videos on the **7DSF** icon on the top right of the www.teamrhinotv.com site. They **must look at the first video first** before you send a trial. This is getting commitment from them that they will TAKE THE PRODUCT FOR 7 DAYS.

Once the product has arrived send **Step 2** of the puppy plan after a few days. If anything you are building **know like and trust**. Just keep in touch at all the time. Has it arrived yet etc.?

This is the key to our business. You should be getting to know them and at least they will give you referrals and just take the product.

Send step 3 of the Puppy Plan if doing a 7 day trial It will convert them into to the business.



(F) A price list to do any selling for you. This is attached at the bottom of this document. The main thing is to let you candidate know if they ask that JP cost **JUST between £3 and 80p per day** and that it is all explained as you go.

Make sure the read this info which is at the top of the cost sheet. See below. It does the selling for you.

The more nutrients you have the better this works and the more product's you buy the more money you save.

No contract for this amazing self funding program.

Send back policy and get a refund on any unopened in date products.

You save money by using the bars etc. for lunch instead of buying poor quality food and snacks.

Kid get JP for FREE

You wont get receive anymore until you have used your 4 month supply up

JOIN THE BUSINESS AND GET YOUR PRODS FOR FREE

PLEASE LOOK AT THE 90 SEC VIDEO ON www.teamrhinotv.com click on GOOD HEALTH to see the importance of good health



(D) A method of getting a good YES or A Good NO

If a person has been through the WINNING PITCH or is stalling half way through then as on scale of one to 10 were 10 is you are ready to go and 1 is not ready – were they are.

If they say 9 or so (high number) then ask how you can get them to a 10. Do what they ask if possible.

If around 1 then I would use the **‘Arse Kick Method below’**

‘The Arse Kick’

If a person for some reason stops communicating then give them just 1 chance. Never become needy and always be in control.

Say Hi Dave, Shame you did not get back to me. I’m sure we could work together for mutual benefit. I’m not needy nor want to be a pain so I’m going to leave this with you. I’ve have loads of people who are advancing with this so I need to take care of them. Look forwards to catching up soon maybe. Best wishes Rob’

You will never run out of people on social media so put them on a back burner list perhaps for now.



6 What a **FORD** is.

Once people start to get back to you when you start your ninety day game plan (Coming up) you need to build - Know- Like – Trust

People don't care what you know until they know that you care.

Don't mention the business or product until you have found some wounds and have done a **FORD and only then the following day unless they ask. Even then be elusive. Don't be needy!!**

FORD Talk about these things with them. Try and get things moving

FAMILY – Are they single, have a family etc.

RECREATION – Who do they support as a footy team etc.

OCCUPATION – What is the **JOB** – I bet you love it don't you? Most say no!

DREAMS – Wishes in life they think they will never have etc.

I have found that you cannot say the wrong thing to the right person. One you get one you will see what I mean. You will be rubbish at first but keep going and you will recognise the signs!! With some the conversation just flows. Bingo you can do a winning pitch eventually.
Not immediately!!!



YOUR 90 DAY GAME PLAN

Always refer to the notes if you don't understand terminology such as FORD etc.

Step one once you are SDD/PB in 90 Day I want you to save £100 for the second part of this training TARGETED PAID ADDS and treat yourself to something you want. This is your first vision. You will make at least around £500 or so may be it could be a trip to London etc.

You decide now. This is your first taste of visualising. This will become massive as you move forwards.

When I am SDD I will treat myself by:-

So now move on to your master plan of your 90 day game plan – **Month One**



Month One

- Speak to 300 people in 30 days via the **'Winning Pitch'** plan.

THIS IS JUST 15 PEOPLE A DAY FOR 5 DAYS A WEEK!! If you don't have 300 friends just go to the top of your FB page and type in Personal trainers etc. and private message them. It does not matter as over time you will attract people so don't worry if you don't have 300. **How?**

Your goals remember is to attain 825 points minimum and at least one partner to start building a great organisation. This is 4 premium orders!! **YOU'RE ORDER COUNTS**

So:-



Step 1 - Make your own order () Tick



2 - Contact family, friends and see if they want some JP ad the business **'Using the third party 'WINNING PITCH'**



3 – Go through your existing FB connections and create friends from strangers or bin them!!

In more detail..



So number 1 Buy the product/s for your own use. The price list is at the bottom of this document.

You are now a serious business builder. If you are not on the product then you are **'not serious'**. This won't work. Once you are on the product it is time to do **step 2**.



Step 2 Contact your family and friends etc. Remember you can do it on FB if you so wish to make it even more rejection. Get ready the list called the 10 in play. **SHOULD HAVE BEEN DONE!**

Then write down everyone you know and approach with the **WINNING PITCH FORMULA**

Try for 100 names.

- Click on **Academy** and download the TEAM FINDER LIST



OK SO STEP 3 Work with your existing FB Friends.

DOWN LOAD FACE BOOK REMOVER PRO LOAD ON TO YOU SCROL BAR

FB Friends remover HELPS YOU GET RID OF PEOPLE WHO DON'T COMMUNICATE OR WHO ARE NOT OF VALUE TO YOU.

Get rid of people you won't be communicating with such as those with no profile picture or from place you cannot work in. Remember the EDGE RANK!

NEXT Go through each person individually and connect. If they don't get back then get rid. If they do not get back they are inactive and then you will have a lower reach. **LESS IS MORE** - get your % up!!!

What to say?

Hey John, It's been a while since we chatted if ever. It would be great to change that. May be you could help me with my project and make some money from FB. How about a chat John?

Remember they will probably look at your profile so make sur you have done a great FACE LIFT

If they do **BUILD UP KNOW LIKE AND TRUST** – Do a **FORD**



Next prepare For Month 2 and so on. **This will be your MAIN method eventually.**

How?

- 1** Keep getting rid of people who don't engage
- 2** Post good info of value See Below!
- 3** Talk to people who connect with you or who like your post. If they don't engage **'get rid of'**. **Think Edge Rank.**

Remember **FORD followed by the WINNING PITCH!**

SUMMARY

Keep chatting to your warm market etc.

Keep going through your FB friends and message them and get rid if they don't chat.

Keep posting good info.

Talk to people who connect with you or who like your post. If they don't engage **'get rid of'**. **Think Edge Rank**

ALSO DO THIS



HAVE A RUSH HOUR

As you have more following you will notice more people on FB at certain times. Have your own **'Rush Hour'** – 4 posts at once, once per day. In the UK it's probably between 7 and 9 pm but if you have

attracted people from Australia it will be different. Theirs's will be 7am till 9 am our time as it will be evening for them at that time. Don't worry too much about this at this stage but stick to the UK.



Like People's post or speak to people who like yours. Start to see who like's your post and message them to **start a conversation and do a FORD then the WINNING PITCH**



Also find pages of people who are like minded. Say Pedigree Chum. Look at the likes of certain post and FRIEND REQUEST people. Like their post first and maybe comment on it to. Us emoji's remember the Edge Rank. **Start a conversation and do a FORD then the WINNING PITCH**



Wish people a message happy birthday. This goes miles with respect to the FB Edge Rank. Even better if you do a voice message. **Start a conversation and do a FORD then the WINNING PITC**



The 3-3-3

List 10 people/businesses that are of influence within the industry you are looking to attract. You are going to find their fan page and use it to your advantage.

Example

Thomas Cook for Travel – Richard Branson for business Jim Rohn for personal development, Top Gear for cars etc. They have millions of followers so this is the key.

- **The fan page must have a massive following.**

So each day to attract people do this...

1 Have your list of 10 to 20 influencers, Robins, Branson and so on!

2 Wow (emoji) their post. **Comment** on three of their post for 3 different people for a total of 9 posts. Add **positive emoji's** to get the net to go further. Three for each. Change each day so it's not the same three. **This is the 3 - 3 - 3**

The person who has the most likes will appear at the top of the comments. But just commenting and liking once with cast you're net out there further and get people to have a look at you so make sure your FB house is in order. No bad post of you drunk in Benidorm etc.

People will then look at your profile and fingers crossed add you so you then can build rapport. **Start a conversation and do a FORD then the WINNING PITCH**


You're DMO (Daily Method of Operation)


 Connect with your warm market from your 100 list

Do a FORD & and a WINNING PITCH


 Connect with your existing FB friends. Simple message () 15

Do a FORD & and a WINNING PITCH


 Have a Post Rush x 4 () Do a FORD & and a WINNING PITCH

 Comment on people post and on people who like your post () 10


Do a FORD & and a WINNING PITCH

 4 Post info of value 5 x a day (Post Rush equals 1) () 5


Do a FORD & and a WINNING PITCH

 Accept People who connect with you. Aim for 10 a day but if not 10 go and connect with people until this builds to 10 () 10

Do a FORD & and a WINNING PITCH

 Message People happy birthday () 5

Do a FORD & and a WINNING PITCH

 Do a 3x3x3 () 9

Do a FORD & and a WINNING PITCH

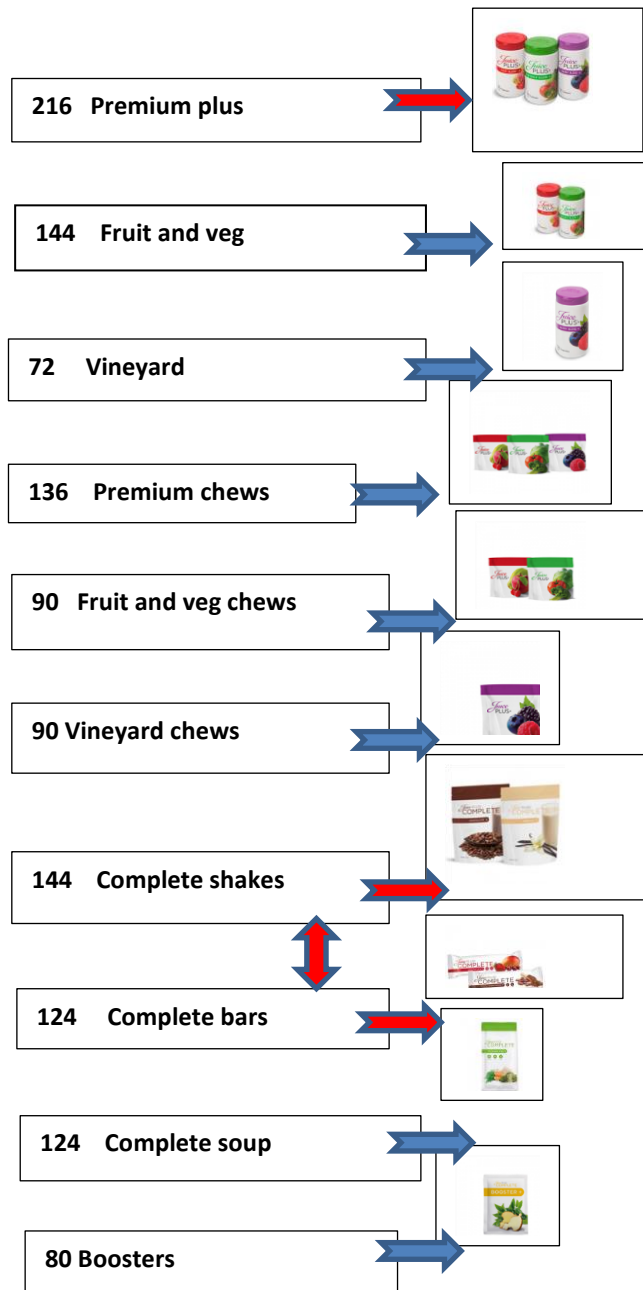
Do a FACE BOOK LIVE () 1 A DAY

Do a FORD & and a WINNING PITCH

Make sure you put this on your list and keep tabs on what you say.

Remember, **'The fortune is in the follow up!' ALWAYS**

The Points you get each time you put an order on. The red arrows are the product most often bought together.



Make sure you get your possible client to understand the info below on the price list before you give it them!!

The more nutrients you have the better this works and the more product's you buy the more money you save.

- No contract for this amazing **self funding** program.
- Send back policy and get a refund on any unopened in date products.
- You save money by using the bars etc. for lunch instead of buying poor quality food and snacks.
- Kid get JP for FREE
- You wont get receive anymore until you have used your 4 month supply up
- **JOIN THE BUSINESS AND GET YOUR PRODS FOR FREE**
- **PLEASE LOOK AT THE 90 SEC VIDEO ON www.teamrhinotv.com click on GOOD HEALTH to see the importance of good health**

DIAMOND  
JUST £7.47 PER DAY - you probably spend this on rubbish each day like costa coffee etc.

PLATINUM  + 2 of these 
JUST £4.20 PER DAY MAX— You probably spend this much on rubbish each day anyway.

GOLD  + 1 of these 
JUST £3.15 PER DAY MAX— You probably spend more than this on rubbish each day anyway.

MOST POPULAR

SILVER 
JUST £1.90/ DAY

BRONZE 
JUST £1.32/ DAY

STARTER 
JUST 71p PER DAY

APPROX	PER DAY	PER WEEK	PER MONTH	COMPLETE	PER DAY	PER WEEK	MONTHLY
DIAMOND	7.47	52.44	227.22	SHAKES	1.14	8.00	34.75
PLATINUM	4.20	29.48	127.75	BARS	1.20	8.36	36.25
GOLD	3.15	22.11	95.81	SOUP	1.20	8.36	36.25
SILVER	1.90	13.33	61.75	BOOSTER	68p	4.74	20.50
BRONZE	1.32	9.20	41.00				
STARTER	71P	4.98	22.25				



LinkedIn Strategy

The info in this about FACE BOOK applies to LinkedIn. However you can alter it this way

Remember you are looking to do the WINNING PITCH

How do you get to it?

Build up your number of connections to over 500 The EDGE RANK does not seem to apply of LinkedIn. Go on to the phone app

Post good info of value

Aim to do a FORD then a WIINING PITCH

I FIND JUST CHATTING ABOUT WORK IS THE BEST AND OFFFER TO SEND THEM A FREE GIFT THE DO THE PERFECT PITCH

Send people this:-

Hi John. Thanks for the connection 😊 I have endorsed you for one or two of your skill. Hope this help build up you already impressive profile even more.

Just curious to see how you are getting on with LinkedIn. Have you cracked it yet? Rob

Make sur you endorse them because they will get a message through and get nosy about you.

People will get back start a FORD with this:-

Hey John

Great to chat and big thanks for getting back. You obviously understand that networking is about know like and trust

Looking at you profile you seem like a decent person having looked at you great profile. How is Bristol? Hoes the footy coaching going at Bristol City?

I don't mind sharing our strategy with you. We are not marketing gurus but it turns over millions per month. I have a blue print for you if you want to have a look.

Also our philosophy of giving back has served us well as you can see by my profile. Let me know if you want us to send it to you.

Rob

Send the book as a gift. **See below PDF**

Then do the WINNING PITCH

GET THE CONVERSATIONS FLOWING DURING THIS PROCESS

Use the list you have created to remember what you have said



Enjoy our free gift Hope it helps you. It is manly face book oriented but the principle work to on LinkedIn

Step! Have a FB/LinkedIn Face Lift

YOU MUST DO THIS OR AT LEAST GET IT MOVING Do this now!!!

Look at mine!

NOTE ALL THIS IS FACE BOOK BASED BUT IT IS FOR LINKEDIN USE TO

INSTRUCTIONS FOR YOU FACE LIFT

1 KNOW YOUR TARGET MARKET! ()

Is it mums, entrepreneurs etc. You decide!

So who is it!!

My Target market is? Write below! Mine is people who want more money without much work or time and no investment etc. Yours's may be children's health or weight loss. Decide!!

.....

2 PROFILE PIC Clear photo needed ()

No pet's just you with a smile!!

3 COVER PHOTO Very important! 50% of your page. This is what turns 'Strangers into friend and eventually some into family (Strong Team members). This is your brand. Have 4 categories about you that become attractive. People either want to follow you because of what you (into footy, travel etc.) or who you are. Explain here who you are. Always include network marketing professional. This will get rid of negative people. Get it made on www.fiver.com See mine. ()

My 4 Categories

A Mine is PROFESIONAL NETWORK MARKETER

B

C

D

Existing FB connections 'Let's bin them!'

PLEASE UNDERSTAND THAT YOUR GOAL IS:-

- To convert friends from strangers.
- To get them on a video call
- To eventually meet them face to face at a Live Event.

MAIN POINT IS TO CREATE CUREOSITY – DON'T MENTION YOUR COMPANY OR PRODUCT AT FIRST

Do this via private messages via the **WINING PITCH**

BEFORE YOU GET GOING Understand this below or you will FAIL!

POSTING AND FACE BOOK/LINKEDIN **EDGE RANK**

EDGE RANK

You are going to get rid of anyone who is no good for you with respect to your reach or FB EDGE RANK – In short the more people you are engaging with the more people will see your post.

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GOOGLE FACE BOOK EDGE RANK NOW AND READ! ()

OK SO STEP 1 to work with your existing FB Friends.

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BAR

**FB Friends remover HELPS YOU GET RID OF PEOPLE WHO DON'T
COMMUNICATE OR WHO ARE NOT OF VALUE TO YOU.**

Get rid of people you won't be communicating with such as those
with no profile picture or from place you cannot work in.

STEP 2 Go through each person individually and connect. If they
don't get back then get rid. If they do not get back they are inactive
and then you will have a lower reach. **LESS IS MORE** - get your %
up!!!

What to say?

***Hey John, It's been a while since we chatted if ever. I would love to
find out a bit more about you. What is it that you do for a living if
you do not mind me asking? Rob*** **Be creative but short and to the
point!**

If they do not answer get rid.

If they do **BUILD UP KNOW LIKE AND TRUST** – See **FORD** below!

Don't mention the business or product until you have found some
wounds and have done a **FORD** and only then the following day
unless they ask. Even then be elusive. Don't be needy!!

FORD Talk about these things with them. Try and get things moving

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DREAMS – Wishes in life they think they will never have etc.

I have found that you cannot say the wrong thing to the right person. One you get one you will see what I mean. You will be rubbish at first but keep going and you will recognise the signs!!

NEXT STEP Become more attractive. Not another FACE LIFT LOL

How?

- Keep getting rid of people who don't engage
- Post good info of value See Below!
- Talk to people who connect with you or like your post. If they don't engage '**get rid**' **Remember FORD**

So keep going through your FB friends. Message them. Keep chatting to your warm market etc. **Post good info.**

WHAT TO POST – Just text is OK down the line when you have a healthy % following who like anything you do. For now post images pics and Videos. Images at non-busy times (Day) and videos at busy times (Eve).They go further with ref to the FB Edge Rank. Just do something. Pics will do.

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RESULTS – ‘Wow. I have just been with John. He has lost so much weight in just a month using our revolutionary products and the mad thing is I have lost some weight to. Then CALL TO ACTION. Inbox me now or like tis post for more information.’

DO A RUSH HOUR

As you have more following you will notice more people on FB at certain times. Have your own **‘Rush Hour’** – 4 posts at once, once per day. In the UK it’s probably between 7 and 9 pm but if you have attracted people from Australia it will be different. Theirs’s will be 7am till 9 am our time as it will be evening for them at that time. Don’t worry too much about this at this stage but stick to the UK.

For now as my mentor said at the beginning

‘Think local, go global’ It will happen naturally. **‘You have plenty of grass to cut in your own garden.’** Thanks Shay again...

YOUR LIST’S

Now you are attracting people you need to put on YOUR FB LIST

Bottom Left Side of your **FB page** – Make them so you will no longer need to scroll and waist time and engage with whom you want **TO WHO WILL BUILD YOUR BUSINESS**

Try it first for family members to practice. You will see that the only post you will have on your feed will be family members and you can save scrolling time!!

Plus think how this will affect your FB reach with all this engagement.

More ACTIVITY

- **Start** to see who like's your post and message them to start a conversation and a FORD then the perfect pitch and then the WINNING PITCH Videos etc. Do say 10 a day
- **Also** find pages of people who are like minded. Say Pedigree Chum. Look at the likes and connect with the people. If they add you connect and say Hi John Great to connect with you. How's it going. I see you like dogs like me.
- **Wish** people a message **happy birthday**. This goes miles with respect to the FB Edge Rank

Do a **perfect pitch** and then the **winning pitch**- easy

Save the Best till last the **3-3-3**. This how you are going to get the most and best new people WHO WILL CONNECT WITH YOU.

The 3-3-3

List 10 people/businesses that are of influence within the industry you are looking to attract. You are going to find their fan page and use it to your advantage.

Example

Thomas Cook for Travel – Richard Branson for business Jim Rohn for personal development, Top Gear for cars etc. They have millions of followers so this is the key.

- **The fan page must have a massive following.**

So each day to attract people do this...

1 Have your list of 10 to 20 influencers, Robins, Branson and so on!

2 Wow (emoji) their post. **Comment** on three of their post for 3 different people for a total of 9 posts. Add **positive emoji's** to get the net to go further. Three for each. Change each day so it's not the same three.

This is the 3 - 3 - 3

The person who has the most likes will appear at the top of the comments. But just commenting and liking once with cast you're net out there further and get people to have a look at you so make sure your FB house is in order. No bad post of you drunk in Benidorm etc.

People will then look at your profile and fingers crossed add you so you then can build rapport. Remember **FORD. Then a PERFECT PITCH the day after and a WINNING PITCH.**

Be more Rhino

Ask as many questions as you want Charge your way to success!

