

MLM Blueprint

Secrets to Building Your

Network
Marketing
Empire

The best
and most
comprehensive
guide to MLM
success!



ANGELA BROOKS

MLM Blueprint:
Secrets to Building Your Network Marketing Empire
by Angela Brooks

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Dedication

Dale, when we got married you thought you had a cowgirl, boots and jeans. Little did I even know what a journey we were about to go on. To this day you still give me cold chills and butterflies like when we first met. You have stood beside me through many challenges and never once buckled. I admire you more than you will ever know, simply said, you are more than awesome to me. I am passionately in love with you. Thank you.

Zach and Milo, our amazing two handsome, talented, authentic kids. You are far more than anything I could have hoped for, or asked for. Both of you inspire me in so many ways. You have grown up laying on my office floor as I took on a business adventure, and you've taught me how to build a business with a family on the go. Thank you for sharing me with the business world. I love you to the moon and back.

To the many business coaches that I learned from along the way, you shared your skills with me and pushed me past my own comfort zone. You encouraged me to not let the mental junk slow me down putting things into action. Thank you.

If you are reading this book, if you are one of my business partners, or if you're one of my valued customers. Even if I do not know your name yet, thank you for being the kind of person who is seeking real change and real solutions. You inspire me to continue working on this journey so that together we can make a difference in this big wild and crazy world.

To my friends I met because of business, there are too many to even try to mention even half of you without missing someone. Jen Springer for always being there to bounce ideas off of. Lisa Birnesser, you always send texts at just the right time. Doris Brown for the coconut pie when only a pie will do the trick.

For those who believed in me enough they joined me on this wild ride. Hang on it gets better all the time. Thank you for choosing me, praying for me and encouraging me to be my best.

Jennie and Jason from <http://www.managemeant.ca/>, this book could not have happened without your skills and guidance. Thank you for your knowledge and endless suggestions to help me on this huge project. (Cheers with southern tea ... unsweetened of course).

We are all designed to be more... let's do this together.
~ Angela

What other people are saying

“Angela Brooks has continually amazed me since I first met her in late 2010. I love reading her blogs and Social Media posts because the content is useful and real. She never pretends to be anyone she isn't online or off. Her passion for learning and helping others allowed her to break all the records in her home business for fastest growth working very part time. Her coaching programs have created massive duplication. We have watched how top leaders growth to success can be cut down by years using her methods and training.

If you are serious about growing your home business quickly with part time hours than you must work with Angela.”

Mary Starr Carter

The Total Wellness Doc and Mom www.thetotalwellnessdoc.com

“In the years that I have known Angela, she is consistently one of the most focused and caring people I know. Her passion for coming alongside people who have decided to make a positive change in their lives is simply inspiring. The lives that have been touched and improved by her servant leadership reach far and wide in many directions because she never shies away from the opportunity to be available to the people who call her friend.

It's been a delight to know her and to see the lives that she's impacted through business and connecting on social media.”

Annie Berryhill

Lifestyle Strategist

Author of the book, Breakthrough to Freedom-Creating a Life You Love On Purpose.

www.anneberryhill.com

“In the crowded world of internet personalities, Angela Brooks is a breath of fresh air. Talking to her in a meeting or on a conference call is no different from enjoying a cup of tea at her kitchen table. She's real. She's honest. And she's never afraid to share what she has learned to help inspire or educate someone else - even when there's nothing in it for her.”

Amity Hook-Sopko

Editor, Green Child Magazine www.greenchildmagazine.com

“I've known Angela for over 5 years, we met at a business conference in Chicago. What I love about her approach to business is that she is real and keeps it simple. Her goal with marketing isn't to blow up a huge business using impersonal tactics, she takes the time to create relationships that will last for years to come. When I'm stuck in my business, Angela is always there to help.”

Jen Springer <http://jenspringer.com>

“Have you ever felt like you knew someone forever, even when you just met them? And...that you needed to be around them simply because of their energy? That's how it was from the first time I met Angela Brooks. We were in a mastermind group together and her energy and authenticity were a breath of fresh air. Being a speaker, coach and entrepreneur, I have met thousands of women, but only a few stand out as willing to share their brilliance with absolutely no expectations. As a full-time nurse who decided to step out of her comfort zone and start a business, Angela has taken her relationship skills and built a 6-figure business that took hard work and guts, and made it look simple. Using social media and a telesummit, Angela has created not only the buzz, but the momentum for being successful. She shares her tips and strategies in her book to help other business owners realize their dreams and she has realized hers.”

Judy Hoberman

President, Selling In A Skirt

Judy Hoberman *Profitability Expert For Women*

www.sellinginaskirt.com

“Angela is redefining what hustling means for women by working smarter, and not harder, in their business. I watched Angela build a successful company from her cell phone while working a full time job, and then make enough money to more than replace her income and leave the job that was burning her out... (I will repeat) from her cell phone. She's a pioneer from moms who want to do the same.”

Mara Glazer – Maraglazer.com

-

“I have known Angela for 4 years. I started a blog before I knew I could monetize and have it add value and income to our family. Angela has helped me learn how to build a culture on social media and my blog. I have a variety of streams of income on my blog. The online world is a great way to great and expand, without having to leave your home very often.”

Mary Clendenin

www.theencouraginghome.com

“Thank you very much!! Also, just thought I would tell you...you are my inspiration in this business! Many times I have felt like giving up and it seems like I will never move forward..but I listen to your videos and you make me feel like I can someday turn it around! So thank you, you are very helpful and I appreciate everything you do to help!!!”

Mandie H

A special gift for you!

You did it! You now know what it takes to create your MLM Blueprint for success!

I'm very grateful that you took the time to buy and read the book, I hope you will find it useful!

I'd like to offer you a special gift to show my thanks!

I've gathered 18 of the very best experts in creating your 6 Figure MLM Success; from the upper echelons of big MLM's, to entrepreneurs who know the secrets to putting your businesses into income making overdrive!

If you want to get access to all 18 ground-breaking interviews then make sure you sign up for them here: <http://angelabrook.com/mlm-blueprint-6-figure-success>

This special gift is free, but you have to sign up to get it.

Here's the link again: <http://angelabrook.com/mlm-blueprint-6-figure-success>

~ Angela

The Basics

If you are brand new, and have never been part of a MLM (Multi-level Marketing) company before, then you have a few things to learn so that you can be successful. I am affiliated with Young Living - a U.S. founded company. I am in no way promoting Young Living to you in this book.

The information I am sharing with you can be used in your own MLM as well. Each company has their own guidelines that you will need to follow to build your business with them. I will give reference to the Young Living company because that is where I am building my base MLM, and it's what I know.

Everything in this book is duplicable to your MLM business.

Young Living sells essential oils along with its companion products, and uses the Network Marketing model to market and distribute their products to customers and distributors. In return, you earn a compensation check for successfully making sales as a result of marketing their products.

Not only is Network Marketing successful, it's a full blown profession, and the Young Living company has a long history of using this model profitably. It's a strategy where the sales force (you) is compensated for not only their sales, but the sales of others in their organizations or teams.

The base line of Network Marketing is building relationships with people who refer other people to the business. This is done through word of mouth, content marketing, social media, newsletters, postage mailings, booths, seminars, webinars, live events, conventions, etc.

There are a lot of benefits to having your own Network Marketing business. Here are a few to consider:

- Unlimited earning potential, the more ways you can learn to market, produce sales, and grow your downline, the more income you can earn.
- Create your own schedule and make your own hours
- Low cost start up (this is true for Young Living - the starter kit is under \$200!)
- Great tax advantages for your business
- Travel opportunities to conferences, events and trainings

- No formal education background required, but you must be willing to learn and up-level your skills

Once you join an MLM as a member, you never have to sell a product. You can be an outstanding customer forever if that is what you want to do. All you have to do to stay in active status with the company is make routine purchases for volume. (With Young Living this equals to a \$50 order a year.)

However, once you have your starter kit, you now have the option of becoming a small business owner, and you can refer others to your unique ID number to get credit for each and every referral you make.

The choice is yours. That's the best part.

Being a customer is pretty easy. You can set up your products to come to you each month on an Essential Reward system we call an ER. If you order a certain amount each month according to the promotions that are posted on the company blog and in the back office of the website, you can also get free products each month. Your ER is like buying from yourself out of your own store. Don't worry, purchasing a kit doesn't bind you to a monthly order, nor does it force you to have parties. The kit just allows you to fall madly in love with the essential oils and other amazing essential infused products and get them at a reduced cost called wholesale.

To keep your account active you will need to make a 50 PV purchase worth \$50.00 in a calendar year. Trust me, it will not be a problem once you start using the products!

When you get your starter kit, most companies will ask for your social security number. Which freaks people out to share that information. The company has to use that number for you to get a 1099 (Tax form) at the end of the year to file your taxes. The best way to start a business is to set it up the right way from the beginning, so you don't hit snags later down the road. Get your social security setup and your 1099 in place in the beginning so it is done and taken care of. It also allows you to be a wholesale customer with this kit - so no pressure whatsoever to sell or market anything.

Just fall in love with the aroma of oils.

The next step is to login to your Young Living (or your own MLM website) and under your back office <https://www.youngliving.com/vo/#/login> you have a section called "resources".

MLM BLUEPRINT TIP: You will see the “Taxbot” listed as an app you download to your smartphone. You can also find this in the apple store. It’s to help you with tax record keeping from your mobile devices on the go. Most companies will work out a deal with that taxbot so it will only cost you \$5.00 a month to use the app. (It is also a tax writeoff for your business) They have outstanding videos that teach you about your tax records and what you can use from a home business to file at the end of the year. It will blow your mind how much you can use as a home business owner. (I am not advising you on taxes - I am not qualified, but this tool is.)

<https://taxbot.com/landing/home>



Download!

Set up the **taxbot** on your mobile device

You can keep track of your many tax deductions for your business in the palm of your hand and never worry about losing receipts again. You simply snap a picture of them when you get one and it saves it in your app - which uploads it to the server. Done. If you lose your phone your records are still safe up on a server. Bam - nice and safe.

People are caught up in working 40 years for 40 hours a week to only earn 40% of your income once they retire. I want you to set up your commission checks to live abundantly with your business before you stop working. Once you begin earning a check from your business, do not start shopping - I suggest you use the money to pay for business expenses. Yes, you will have expenses. If you are using a credit card in the beginning, make sure that is paid off each month or as soon as possible.

I am passionate about remaining debt free for my family and anyone who joins me on this journey.

Proverbs 22:7: “The rich rule over the poor, and the borrower is slave to the lender.”

There is a newfound freedom in knowing when your check comes into your account that you do not have to share it with anyone for debt. I want you to know that feeling! It's the best!

I also suggest that you contact a money advisor and ask about a SEP. A **Simplified Employee Pension Individual Retirement Arrangement (SEP IRA)** is a variation of the Individual Retirement **Account** used in the United States. **SEP** IRAs are adopted by business owners to provide retirement benefits for the business and your employees, if you have any. Even if you added \$50 - \$100 in the beginning you are giving your money an **assignment** to grow for you. This is an account that can be increased as your income increases. If you are still working a job and they have a 401(k) plan - assign it to leave your paycheck before you get it. Makes it much easier to make this happen.

I know I jumped way ahead of myself - but giving your money an assignment to make it work for you works better than just having it in your pocket with no instructions on what it should be doing. That is when it flies out the window and you don't know where it went.

This is how you gain true freedom. Zero your debt, invest into your future.

Why do you want to start a business?

People have many ideas about starting a business. I have always said I wanted to have my own business, but 20 years ago I had no idea how to make one work or what to sell. I joined 3-4 other companies before I found Young Living but never really made money. (All of those companies are now closed.)

I was a single mom who could have used a simple **\$500 extra a month** and it would have changed my world. Not everyone who wants to run a business dreams of big checks, but a number that would help them where they are today.

I worked a job for over 25 years on someone else's schedule. I had to ask permission to have days off to spend with my family, to be off when I was sick, and to earn extra money. I only got paid if I had annual time, sick time or showed up for work. I worked 3 days a week, 13 hour shifts and lived for the 4 days a week I had off. Except I was usually too exhausted from lack of sleep from the long shifts. I now work 20 hours week and make way more than I did working a job for someone else.

Get out a pen and paper. Yes you have homework! ...

Take a few minutes and write out your why. No one is going to see this but you. Get a journal - it doesn't matter if it is a 50-cent spiral notebook from the dollar store. Get one! Date it so you can go back in one year and review to see how far you have come. You will be impressed.

Write down:

1. Why do I want a business?
2. What do I hope to accomplish with being a business owner?
3. What are my goals to make this happen?

Why live an ordinary life, when you can live an extraordinary life?
~ Tony Robbins

Income disclosure

I cannot make ANY income claims as to what you will make with your business or any business after reading this material. The reason why is because I do not know how much time you are going to put into you or your business. I am going to give you an action plan, with steps to take but it will always be up to you to put them into motion.

I will always encourage you to live wise, pay your debt, and set aside money for those emergency rainy days that all of us have. My goal for you is to set your life up for success and live debt free with abundance.

As a brand new beginning member, what I would like for you to see is what you have sitting in your hands right now. It is a great opportunity to change how your life looks today, and those you share it with. I will never tell you it will be easy, but if you will stay with me on this journey you will be amazed at your life in one year.

Oh and if you do not have a company you are working with you need to contact me today so we can get you started.

Power start your business with a vision

First of all I never pictured myself as a writer, much less a two time author. Nor did I think I would be retired from a job so I could actually work from home like I have dreamed of doing for years.

I never pictured myself being debt free, owning a farm and having my dream life all because of passive income.

I hope my story will shine a light on how you can look at your own visions and what you're focusing on so you can create a change that the world needs from all of us as unique individuals.

My why gives me cold chills.

I can hardly tell my story without getting all leaky-eyed. It is what drives me to learn more, do more and be more. I worked most of my boys' young lives, and when my oldest went away to college to play baseball, I knew I was not going to get to see many of his games if I was working and begging for time off. I wanted to have time freedom to get in my truck and go to the games no matter where they played ball. I worked my business I stretched myself to learn until my commission check exceeded my nursing

income. So... I retired from my 25-½ year nursing job and on the last day of my working career I smiled like a goon all the way to the parking lot and never once turned around to look back.

When my son, the baseball pitcher, calls to tell me he will be pitching a game, I get in the truck and drive 4 hours to sit on the front row of the bleachers. I sat on the front row of the soccer field when my youngest played his soccer games.

I was able to be the caregiver for my mother when she had knee replacement surgery. I have been able to pay cash for my son's college (what his scholarship didn't cover), we bought and paid cash for my son's car that he drove to college, and we are investing in a retirement fund for our non-working days. (You know the real retirement days)

I was able to do all of that the first summer I retired, plus I traveled with the Young Living Essential Oil Company to a silver and gold retreat that they reward their members with as they grow into different ranks... and it felt absolutely freaking amazing!!

There is power in knowing why you're in business. There is an emotional attachment to pushing forward and learning how to make your business a well-oiled machine. To be honest... if your dreams and goals don't scare you then you are dreaming too small (like me writing this book for you! I was scared to get started and then could not quit).

WHY...

- ★ To be debt free
- ★ Retire early from a job
- ★ Move into a different home
- ★ Enjoy a vacation or a stay-cation
- ★ Pay cash for a car (this is fun)
- ★ Pay for your children college (we are doing this)
- ★ Mark off something on your bucket list
- ★ Live beyond the average income (you know, pay check to pay check)

Create your list. Your someday list. Ask yourself "Wouldn't it be amazing if...?" Then go make it happen. You will make happen what you focus on and work towards.

And the biggie... you have to stay engaged. Know that you will not run straight to the top within 6 months. Good things happen over time.

Once you have your journal and you have written this in the pages for you to read later on... you have now identified your why. It is more than just making money, and it is

more than just adding team members. You have a purpose and a focus to fuel the reason behind your journey. Don't be surprised as you grow and learn your business that your why will change and even get stronger. Your life changes and so will your why.

Branding you

The one thing that makes me cringe in network marketing is people talk about their company like they are the product. Yes product knowledge is part of it. Why are you using them? What made you start looking at them? You need to know about your company and what made you choose them.

The MLM Company already has a brand. They are the essential oil company or whomever you are with. You are still you, and the products are an extension of you but not who you are. When someone talks about you, what do they say? Who are you?

When you meet someone, how do you introduce yourself? Most people identify themselves with the job they work or being someone's mother, sister, daughter, son, father, uncle. I was a burnt out nurse looking for a way to leave my full time job to work at home, but I am Dale's wife and my boys' mother. I am not a bottle of product. We have lots of products we use, but we are not the bottles that we use. Make sense?

In order to blend you with your business you need to start with you and who you are. My products are a part of my day and my family life but it is not going to be what someone mentions when they introduce me.

Learn more about me here: <http://angelabrook.com/about-angela-brooks>

Most people know me as the mother who followed her boys in sports using my smart phone, iPad on the go, running my business from the bleachers, watching them live their lives. I have run my business using social media without the home parties and chasing people down at the grocery store. I truly did not have time in my life between working full time during the night shift on very little sleep, being a mother on the road with sports, and running a business. The party style was just not for me.

I branded myself, as someone who has a business on the go, with no parties and that is what attracts people. They want to do the same thing - or most of the ones who connect with me. They are looking for TIME freedom - not everyone was drooling over the money but the time.

Build a brand that is all about you and something that you believe in. You should be leading your social profiles with your face, not a company image. You are the main image in YOUR business. **Feature you.**

You are the most important piece in your business. Without you it is still the MLM Company you work with and they will continue on if you are not there. You and your unique skills are what set you apart to incorporate the two together. That is where this gets fun... and not salesy, pushy or begging.

How do you work this business?

People are networking every single day. You are networking daily. People refer a favorite place to eat, a movie they have seen, a store in the mall, a link on Google, or a person they had some type of business with and they want their friends to have the same experience too.

They may not go to the recommendation the first time you mention it, but when the time comes, and they need to use XYZ product, they remember what you said. Don't freak out when people don't jump right on the wagon as soon as you make a suggestion. That is just how people function - it is normal. It usually takes 5-10 exposures before someone will make a decision.

Yes 5-10 exposures to you or the product. Meaning a phone call, a text message, Facebook contact, an email, in person, email auto responders.

Most people that are seeking a natural product are taking control of their health and their wealth and on the first exposure; you are the one making the impression more than the product. People like to shop with those they know, like and trust. It is a fact that if someone doesn't connect with you they will find someone they do connect with. **Don't get your feelings hurt - it is business.**

When it comes to friends and family, people get more nervous than when talking to a complete stranger. I never approached my extended family about my business or products until the summer I took three trips with the company and several small trips for baseball. Then they begin asking what I did and how could they use some of the products - which ones did they need. They came to me, and I shared the information.

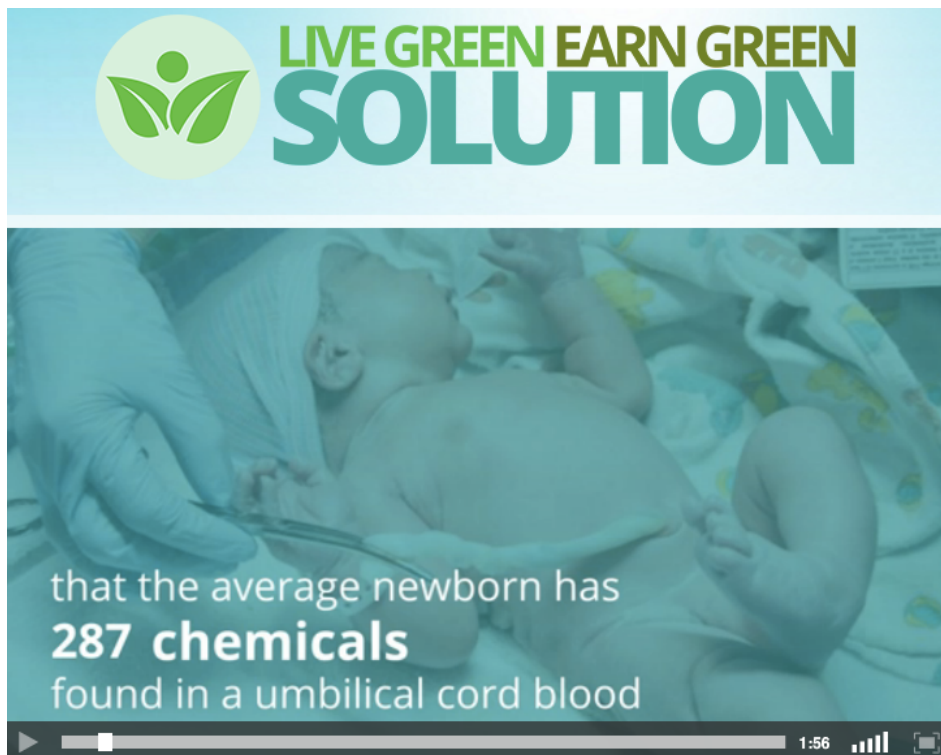
Most marketers will tell you to sit down and write out a list of 100 people to talk to. If you are a visual person this is something you need to do. The one thing I ask is this... **do not judge anyone that comes to mind.** You do not know their finances - what they are looking for - or if they will be interested until you ask. Some people will go sell things to get their kit - some people will think about it for a few days, or even up to a year. If they want something they will make the money appear to get started.

(No joke, I have several who have followed me for over a year and up to two years before they got started.)

I also believe in using amazing third party tools that will work for you. People do not

always hear what you are saying, but they will from someone else saying the same thing. Use tools that follow up - and stay in touch with people keep you in front of them. It may take more than one connection for them to really want to step up to the plate and get started. In the meantime you are still looking for new people to join you.

80% of your time is looking for new people to join your team. The other 20% is building your team, following up, making calls, sending emails and setting up your social media posts.



This is the system I am using to send my leads to and encourage my team to use a system. You cannot be everywhere and grow your business - you must have systems in place that are working while you are team building or having dinner with your family.

Watch this video:

<http://workwithatopleader.livegreenearngreensolution.com/index.html>

When someone says, "I want to do this!" What do you do next?
How can you set him/her up for immediate success?

- Where to send people if they say "Yes, I'd love some information"

- What products lend themselves to people going on Essential Rewards
- How to organize all of the people interested in your MLM
- Do you lead with the business or product when talking to friends and family?

You need a system. This is a system I use for my team called live green earn green <http://workwithatopleader.livegreenearngreensolution.com/index.html> It will help you work with your prospects until they are 'hot.' Then it will be time for you to pick up the phone or send an email and to get them set up in your business. While they are still 'cold,' the system will keep in touch with them until they are ready.

Another 'no no' in my book is telling people what they "need." Ask them. Sit back and listen.

People tell you what they need and what they are looking for. If you are actively listening you will know if they qualify or not to be in your business. Some people only want to be amazing customers, which is perfect for them. Customers in your business equal volume growth at the end of the month. Customers are good - not everyone has to be in your company to sell. Excellent customers are residual income.

The less you sell and the more you teach the more results you will see when connecting with people. People do not like to be sold to - they love to buy.

People also like to hear a good story - sharing your why and how you got started is a much simpler conversation. If you tell me how perfect your product for me is and you puke down my shirt like a slimy begging salesman, I will back up and look for the exit.

Tell me your story. After your customer has shared with you what they are looking for or their needs then you can share your story with them. This is called a conversation.

I ask this simple question often: "Would you be open to look at a project I am working with that will not interfere with your day job?"

Then I simply wait for the answer. Literally no one has replied with "No." How you say what you do next is what will make them lean in to hear more or start moving back away from the conversation.

Another way to ask, "Would you be open to hear what my family uses to support their health?"

Don't puke on them!

Tell a short story of what you use and why.... pause.... wait for them to respond.

If they say they need to think about it - I will reply "Great! Do you know anyone else that would be interested in making extra money?" I still mentioned the product but this time I added "extra money."

You will have to learn what flows with you and your natural personality - bring you to the conversation. I don't want you to sound like a robot.

Most people will ask questions about the money. I don't get attached to their reply at all. Use third party tools to send them to watch a short video presentation or an audio for them to listen to. Write a blog post you can send people to. Make sure you follow up with them to see if they took the time to watch or listen to the tool. I am pretty casual with a presentation. I never go into more detail until they ask a question that leads to the next step. It keeps them thinking without backing up. If I have added you to my team you will agree I did not hard sell you.

Always follow up with people you have connected to. The number one mistake most marketers make is forgetting to follow up with people they have had a conversation with. The money is literally in the follow up.

Think about your Niche

What is it you love to do that you find so super simple you cannot believe other people do not get it? Or something you enjoy teaching other people how to do. OR that people ask you a lot that you give the answer to that is simple so they can understand it better?

That is how this book got started. I had people asking me the same questions over and over and saw there was a need shared by many people with the same struggle. It was easier for me to write it down in this book and share it with many people than to repeat it over and over.

* What is it that you enjoy doing that is enjoyable and not work to you?

Do you exercise?

Do you use social media?

Do you like to cook?

Do you make crafty things?

Do you enjoy teaching?

Do you make videos?

Do you edit videos?

Do you like to write copy?

If you went to a party with a group of people you didn't know, it is not normal to stand on the stage with a megaphone talking about your products to the whole room (those are called events). What you would do is stand in a small groups of less than 5 and have a conversation - the average groups are even smaller, 2-3 people, and you'd have a full conversation about a topic. If you have someone standing in a group and the topic is not something that holds their interest they will either walk away or find a conversation that is engaging or they will start playing with their phone and tune you out. (If you have kids you have seen this done at home)

Your niche is the same for your business. You find the topic that you enjoy talking about and use it to lead people that are interested to you. What you love to do, what you enjoy teaching or talking about can be blended into your business. It is something you talk about easily and the conversation flows.

Your business is an extension of you - it is not who you are, it is what you do. Your niche market is already talking - sit back and listen - they will tell you what you need to blog about - or post on social media. When you listen and gather data from the

conversation and then post your opinion on the answer, it makes them feel as if you read their mind to give the answer to a problem they have. They will come to you and ask “How can your product help me?”

Network Marketing is about data collecting & problem solving if we are truly listening to what people need.

Seriously, you cannot have a conversation with another person and they not mention at least one issue they are having. Take a mental note, and go write your content on your blog about that problem and how to solve that issue. Your blog is the perfect place to talk about conversations you have had. Leave the name out of course of the person you talked to. It is a story you tell - with your review of how to make the problem better or solve it.

We have talked about a lot of information.

- ★ Getting your business set up correctly
- ★ Business basics
- ★ The power of vision
- ★ Branding
- ★ Niche

Now I need a commitment from you, actually you are making a commitment to yourself. You are the one it affects the most.

I _____, commit to myself that I will give this business my all for one year and apply *everything* I am learning into action to see results. I will work one business at a time to be my very best.

It is time to get to work and be committed to you and your goals, vision, plans, and dreams. I cannot force you to work and make this happen for you but I will be here to support you if you will.

Ready?

Your first business goal

In your business comp plan it will be lined out for you how the structure is set up and what you will need to do in order to reach and maintain ranks in the company.

For example in Young Living you will need to sign up 6 new people with a premium kit. That will pay \$25 commission for each kit to get your money back in your pocket. That will also begin your “legs” for volume and building your team.

First Step: Start talking to people

Second step: Get your products paid for

Third step: Equip two of those 6 to repeat what you just did.

In the beginning, before you have your own system in place, use other people’s third party tools like the one I showed you earlier. Send your new people to this book to get the basic information and training that they need to get started. Using these tools will help you and your new team grow.

Make connections with people and listening for the problem they have to see if they qualify for what you have to offer. You are actually interviewing people in the search of new product users. If someone doesn’t match what you have to offer, move on to the next one. Just because they have air in their lungs does not mean you want to work with them.

We are problem solvers. We give referrals to what will help with their problem - we don’t solve the problem itself - they do with the tools and information we provide.

You will hear lots of no’s. Keep talking to people. The more people you talk to the more yes’s you will hear. Do not get discouraged, which is hard to do at times - that is where the support group for our team will come in handy. Your confidence will build as you learn more about your company and your product. Make sure you get to your company events - this is where you gain the connection and the vision of the products you are talking about.

People will be able to see it in your posture and your actions - not always in your words. Be honest! There is no reason to fib or tell small white lies to make a sale.

Stay engaged! Stay connected to your support.

The Money is in the Follow Up

The biggest mistake network marketer's slip up on is the follow up. After you have made a connection, shared the idea of the new lifestyle and someone has shown interest but hasn't turned into a sale, always make sure you follow up and reconnect.

There are lots of ways to follow up with someone and you have to choose the one that fits that person the best. Notice I said "that person."

Some people will respond best to a phone call (that would not be me), email, text, postcard, or if you see them in person strike up a conversation about the last connection.

I personally use my email list as one of my follow up tools, send a message through Facebook, or Twitter, depending on the person and where we met. Send a text message if you have their cell number.

Whichever way you think will get a response from that person.

Yes or a no is a response.

No doesn't always mean no forever - it can mean no for right now. Do not mark them off your list just yet. Stay in touch at a later date for a casual follow up.

Recap what we've learned so far

- ✓ Get your Premium Essential Oil Kit on the way (ask if you don't have the link already)
- ✓ Begin a list of people you know (not ones you are going to judge if they can afford it)
- ✓ Be active and connected in the support groups like Facebook or even an in person group
- ✓ Get on the team email
- ✓ Set up your 50PV ER (essential rewards)
- ✓ Add 6 new members to get refunded for your investment

Ok - you are now set up with your membership.

Next steps - educate yourself!

It is time to begin learning and where to get education about the oils so you will need to get a few desk references. You can find those at www.lifesciencepublishers.com (Tax deduction for your business - hint hint.)

We are problem solvers, NOT product pushers. I know that sounds weird when you have a product you need to market but stay with me.

You want to empower people to take action for their own health and wealth. You are the leader who uses third party tools to refer them to. Allow the tools do most of the work. We are not here to promise anyone a rose garden or the magic bullet to change their life. Equip people to make good choices, and learn to do research on their own for the product you can supply them with.

Still scratching your head? Hang on.

Even if we know for fact what a product has done for you or others, we are regulated by the FDA that makes sure people without the proper licensing and education to diagnose and prescribe aren't making statements they should not be making.

Education is where you are changing lives for people to be inspired. **Our business is a lifestyle**, not just a product. We are a group of people who want a better lifestyle, who have time freedom to be who we want to be in this life, and are driven to share it with others who have a similar dream.

We have lots of products that support the body and many systems. You can look up suggestions in essential oil reference books to give to the people that are interested in living an oil infused life. The FDA only regulates what is written online and in writing. If you are one on one with a friend you can be more relaxed with the information you share. However, it is good to get in the habit of sharing your products the right way. If you do it right the first time, you will not have to worry in the future that you will say things that are not regulated.

When writing about a product you can say:

- * Supports healthy digestion
- * Supports respiratory health in the winter
- * This product has me feeling alert
- * the words 'pain' and 'inflammation' are words not related to a 'disease'

Stay informed in the company 'resources' section for updates and training for products.
Most companies have these listed for you.

Company language you need to know

What are essential rewards and what are the benefits?

Essential rewards are a company loyalty program where you purchase 50 PV or more a month. PV stands for personal volume. Almost all MLM companies have a minimum to spend a month to qualify for commissions. If you love what you do and the products you are marketing this should not be a problem. I have noticed my local shopping list has gotten a lot smaller and I order as much from “myself” on the essential rewards as I can. Shampoo, detergent, dishwashing soaps, supplements. I am already using these items in my daily life, so I simply changed where I purchased them.

Usually but not always the PV is dollar for point value. When you are setting up your rewards make sure you look at the PV for each product, as it will be different. You can only set up one ER per month where you earn points for future purchases. (Free products) You can make as many quick orders as you would like a month but you only earn points on ER. If you can set your ER for around the 20th of the month then you have time to add other products you may need later in the month before it ships out. Plus the higher the PV the more promo products you can get up to \$100 in free products a month. Makes shopping pretty fun when you know you are setting yourself up for commissions and points for free products.

You can cash in the points you earn later for other products. The longer you are on a monthly ER - the more benefits you get.

- In the first six months (1-6 months) you can earn 10% back in ER credit
- In the next six months (6-12 months) you can earn 15% back in ER credit
- Every month after the 13th month that you are on ER you can earn 20% back in ER point's credits.

The ER points that you can spend later on whatever products you want to get is a super nice way to grow your collection of essential oils and oil infused products. You can cancel at any time. (Not that I think you would want to!)

The other really nice feature is you save on shipping. I know this is a lot different in countries outside the USA due to the customs laws.

Bonus and Commission Checks

People always like to know how to make money. You do not have to be on an ER to get

a fast start and start living bonus, you would need to have ordered at least 50 PV in the same calendar month. For ALL other commissions you're required to be on 100 PV each month. There is detailed information on the commission checks in the virtual office.

Here are a few other questions people will ask

1. Can my account go inactive? Yes. If you have not placed an order in 12 consecutive months your account goes inactive and the people you signed up will roll up to the next qualifying member in that line. You can order a 100 PV to reactivate your account but ordering after it has expired will not get your downline members back. To prevent that from happening set up your ER even if it is only 50 PV a month.
2. When do checks for commissions go out? The 20th of each month - you are paid for the previous month. You should set up your check to be direct deposited. Otherwise it will take 3-5 days for the mail to deliver it to your mailbox arriving around the 25th of the month.
3. What is the difference in the ENROLLER and the SPONSOR? The enroller is the person who enrolls or signs someone up. They will be the one who gets the kits bonus and fast start bonuses. The "sponsor" is the person you may actually place under someone to help build their team. (I don't suggest placing someone under anyone is not actively building) The person placed will be their first level. They do NOT get a kit bonus or fast start bonus but they do receive the unilevel commission.

Learn more: <http://yldist.com/angelabrooks/opportunity-rewards/>

Leadership Bonus & Ranks

Without confusing you, I will give you a brief overview of what the ranks mean in Young Living. If you are not in this company you will find those in your back-office of your specific company.

In the beginning of being a member you will not have any volume until you begin adding people to your team or building your 'legs.'

A **star** will have 500 OGV volume paid on levels 1-3 = OGV or organizational volume meaning the volume in your group

A **senior star** will have 2000 OGV paid on levels 1-4

An **executive** has 4000 OGV (2 new members) paid on levels 1-5

Silver has 10,000 OGV with 2 legs with 4000 volume in each leg (silver 6 is a fantastic goal to reach)

Gold has 35,000 OGV with 3 legs with 6000 volume in each leg

Platinum has 100,000 with 4 legs with 8000 volume

Diamond has 250,000 OGV with 5 legs with 15,000 volume in each leg

Crown Diamond has 740,000 with 6 legs with 20,000 in each leg

Royal Crown Diamond has 1,500,000 OGV with 6 legs with 35,000 volume in each leg

There are several videos on YouTube that break this down for a visual that will make this more understandable.

Your first steps to power start your business are complete. You are now set up to begin building a business. Master skills to market your business and get some hot leads coming your way that want to work with you and your company.

In network marketing, you want to keep it simple and use outside tools that help you duplicate with your team. If you are the only person who can do the skill it is not duplicable. We cannot duplicate a doctor and his degree and his skills can bring in 30 new customers pretty fast - however if he/she is not using a system to stay in touch with those 30 new people - he is not duplicable.

DO something for your business daily even if it is 30 minutes a day. Hand out business cards, call someone, and mention what you do in your conversations. Ask them to watch a video or go to a website. That is duplicable by anyone on your team - I have a system I share with my team to use. I do that because I know it will work for them.

Attend the company events!!

It is proven - the people who attend the most events make the most money because they are engaged and encouraged with like-minded people around them.

You can use any excuse you want to about not going but the reality is this: The ones who make the events... who do what it takes to get there.... are the ones that will make the most money.

Start saving in an envelope now, collecting the money all year to get to the big events. Attend the small local ones or you may even have to drive an hour to get to one. Stop

making up excuses and get there. Seriously this is your push in your business. Get your team together at the conventions. You will bond as a team, meet new people to work with, and learn the inside secrets to your company you may not learn anywhere else.

Invest in your personal growth for yourself with education about the network marketing profession. The more you learn, the better you will become at leading your team. You cannot run a business you have never run before without guidance and coaching. Those that go at this alone without any advice or training from someone who has already had success in the business will quit without support.

MLM Blueprint Pro Tip:

Listen to the radio interview with Angela and Dr. Mary as she tells you how she got started in business and the results.

https://www.dropbox.com/s/3dl44yvalvdzi6u/Angela%20and%20Dr_Mary%20Interview.mp3?dl=0

The interviews (like the one above) shared with you in this book, are from my successful online event “Become a 6 Figure MLM Success”. As a special gift to you for reading this book, I’m offering you all 18 interviews with top experts for you to enjoy!

Click this link: <http://angelabrook.com/mlm-blueprint-6-figure-success> to get FREE access to all 18 interviews right away!



Become a 6-figure MLM Success

FREE ONLINE EVENT

21 Experts Reveal their Strategies to Skyrocket your Profits

Hosted by Angela Brooks

The banner features a wood-grain background. On the left is a red starburst graphic with the text 'FREE ONLINE EVENT'. In the center, the main title 'Become a 6-figure MLM Success' is written in a green, outlined font. Below the title, the subtitle '21 Experts Reveal their Strategies to Skyrocket your Profits' is in a black sans-serif font. On the right side, there is a photograph of a smiling woman with dark hair, identified as Angela Brooks, with her hands clasped under her chin. The text 'Hosted by Angela Brooks' is overlaid at the bottom right of the photo.

Learn how to live with true freedom Time

I have seen so many business owners who start making money but have no idea what to do with it. You have business expenses to pay off first but you have to set up **small baby steps** to make money work for you to reach real freedom and not always working for money. The goal with your newfound income with network marketing from the beginning is setting up your baby steps system.

We have heard the get rich quick schemes, work from home, and make money while you sleep. Well it is not totally a lie – if you set your money up to do those things for you. It is like slow cooking barbecue pulled pork ...that falls off the bone. It has to cook nice and slow so the debt rolls away and stays under control.

While you are growing your new income with your business you have to teach your money to behave. You have to give every dollar a name at the beginning of the month so when it arrives in the account it will know where it belongs from the beginning. When money knows what its assignment is – it will not turn into a pair of jeans, or shoes, or a new purse/bag. There is nothing wrong with having nice things...that are paid for with cash instead of a plastic card. Cash is recognized everywhere you go. Learn how to make every dollar count! That is freedom!

Read this blog post and use each of the free links to get your money in order.
<http://angelabrook.com/how-to-roll-a-snowball-that-pays-off-your-debt>

There is no greater gift than to make your money behave and give it an assignment. Use your money the right way and strive for the true freedom of living debt free.
#My12MonthMission

I think you might enjoy this video with David Ramsey and me where he talks all about living the 7 basic baby steps for your business. <https://youtu.be/bU7HEIs3IWw>.

Let's talk about business and business skills

I run my business very different than most people. When I began with my network marketing company I was still working a full time job on night shift, had two kids in sports and a husband who also did swing shift. I had the same amount of time that you have today. I lived on an average of 4 hours of sleep most days. I also knew that I had a vision for my business that I wanted to reach. I worked my business in chunks of time. Short spurts and even blogged and took notes on my Blackberry (don't laugh it was the hot phone back then).

I didn't have time or the energy to gather people for a home party (I called them home invasions) and wondered whether I wanted to even do the party scene. I was exhausted most of the time - after working in a high energy, high stress environment that depleted my need to be around more people in large groups. You can read more about that in my book "The Nurse's Voice."

I turned to my blog - social media and online events like webinars.

I was told over and over this would never work, that I had to do live events. I continued pushing to learn more about online marketing. There was quite a learning curve in the beginning for me. When I began exposing my network marketing business I felt like I was talking to the crickets and wood frogs. I continued writing and tweaked what I did.

At the time, video was just getting started and audio was getting popular. Facebook was growing from a college kid's platform to more businesses using it to brand themselves. Facebook ads started getting into the news feeds and people were connecting with people they had not seen since high school or early childhood.

Facebook was beginning to be about family and friends reunions and replacing the gatherings around the water fountain. If you want to know more about someone now - you simply log into Facebook and read their page, look at their pictures and see what kind of person they are. Jobs are now using social media as part of the job interview process.

People think others aren't paying attention or reading and noticing what you're doing. Your page can be scanned in less than 30 seconds for someone to gather an opinion about you from what you are posting and your status updates.

People notice, trust me!

Business growth requires personal growth.

You can't run a business with the same mindset that you have as an employee. Your thinking changes from having someone telling you what to do and meeting their guidelines to you making those decisions. It takes growth on your part to make it happen and to get used to being the one calling the shots.

Suggested authors to invest and read for your personal learning library:

1. Jim Rohn
2. Darren Hardy
3. John Maxwell
4. Randy Gage
5. Sarah Robbins
6. Big Al
7. Robert Kiyosaki
8. Eric Worre
9. Tony Robbins

I am sure you are not used to being told YOU are important and in this business you come first.

Why?

You are making a decision about what you want to do with your life and the direction you want it to go. As you learn, grow, and apply action to your business, people are following you. They may be silent at first but keep moving forward. The ones who stay in the game are the ones who become the go-to person.

Crafting your own story

When people feel they know, like, and trust you, you have created a trifecta that leads to more sales. The way I began in my business was **storytelling**. I shared about nightly events as a nurse working the nightshift in a state mental hospital. A lot of it for me was stress relief to come home and write to decompress from the night's wildness. Read "The Nurse's Voice" on the blog.

I also shared about being a working mom who was missing her boys grow up while she was making a living.

People ask me "Do I need a blog?" and I will always say YES!

Some people feel very uncomfortable with this step. To be in the online digital platform you have to be more open without exposing your complete privacy.

This is a good video to watch * **The Power of Vulnerability – TED Talk by Brené Brown** • http://www.ted.com/talks/brene_brown_on_vulnerability

People want to know how you got started in your business. Your story of how you started the journey in your business is what will connect you to the people who find your content. It doesn't have to be long and drawn out, but can be a short story you can tell when someone ask you about how you got started and why you wanted to be in a business.

The Internet is a content platform mixed with images and stories. Actually lots of stories.

What does storytelling do for business? It allows you to stand out and be unique.

MLM Blueprint Pro Tip:

Listen to this interview I did with THE OOLA GUYS Dave and Troy - about the power of storytelling.

<https://www.dropbox.com/s/wj0dwtgcr7abolf/Oola%20Guys.mp3?dl=0>

Want to hear more interviews? Get the rest of them for free as my gift to you by clicking this link: <http://angelabrook.com/mlm-blueprint-6-figure-success> to get FREE access to all 18 interviews right away!

Do you need a blog? YES! Your blog is your home - it is your main content space to share your story writing online. This is where you will be directing people to for more information over and over and over. WordPress.com is a commercial site where you can host your own site for free, but with some limitations.

→**WordPress.org** is where you can grab your own copy of the WordPress blogging/Content Management System (CMS) software for free. It currently powers 24% of the web

With the software comes the responsibility of finding your own hosting company to house your WordPress site along with your own domain name to point visitors to it. There are lots of platforms out there for example Godaddy that will add WordPress to your domain for free.

The name of your domain needs to be your first and last name .com (or if your name is a common name and it's not available, you can use first name, middle initial, last name.com)

1) Tell your story... You have been in your ideal clients' and customers' shoes with the same problem or one similar.

Share how you figured out a solution to overcoming that challenge with a success story. You are a solutions provider - no matter what company you are in.

2) Your story teaches that you can be vulnerable, and when you open up to others they will open up to you. It builds trust.

3) Your story illustrates your authority factor in your industry so your ideal clients and customers can look at you as the true expert or influencer that you truly are.

I will walk you through the process of writing your own personal story that you can use to create trust and connection with more people.

On your blog you should have a page that says "About Me" where you will create and write your personal story. You can use your story to create trust and connection with more people, this is called the 'one to many model.'

Here are a few examples of what you can use to get started:

1. Who are you? Share your background. (I am a nurse who was burnt out)
2. Why were you looking for an opportunity?
3. How did you find your company?
4. What made you join?
6. What results have you seen with the products or the business opportunity?
6. Save the best for last and really share the emotion behind your mighty why and what will this mean to your family.

Your about page is NOT about your products or your customers. It is so I can learn about you and your why as a person.

Here is my page to give you an idea of what to write

<http://angelabrook.com/about-angela-brooks>

Keep in mind this is not a sales page or a testimony page about your business company - this is about you.

I want to mention a few pages you want to have on your blog that are super important:

- 1 - Contact page where someone can send you an email
- 2 - About me page. A place for you to share your story not sell them
- 3 - A main blog page for your content
4. Your offer - what are you selling, what can they learn from you
- 5 - A FREE offer for your opt in to get people added to your list. I will talk more about this later.

What I have seen the most with people using the social platforms for their business is they leave themselves out of the business. They are so busy talking about the company or product that they never tell who they are or what attracted them to the business. People want to know you. Tell me your story and intertwine the business.

They also want to feel like they know you and when they meet you in person they already know your story and it feels personal for them. Your company doesn't need branding - they already have it. You are an affiliate linked to them so it is your job to tell your story of what brought you into business and with the company.

The power of body language and meeting people.

Great audio of my interview with Michael McDanel!

<https://www.dropbox.com/s/zih63862um1t76z/Micheal%20McDanel%20.mp3?dl=0>

Did you like what Michael has to say? I know I did! If you want access to the rest of the interviews, click this link: <http://angelabrook.com/mlm-blueprint-6-figure-success> to get FREE access as my special gift to you!

You have talked to strangers all your life. You know when you are standing in line in the middle of the airport and strike up a casual conversation with someone without even thinking about a business deal. We all have had that mumble conversation with someone because you were just standing in a line or waiting in a room. Become interested in people. Watch their body language and listen to what they are saying to you.

It is the simple hello's that attract the best people. I had lunch on the grounds of the Young Living corporate office in Utah this past summer with a young lady I had just met. We exchanged business cards. I listened to her story and ask her to find me on Facebook. It was listed on the card.

I mentioned what I did and briefly told my story. As I listened to her story she needed guidance in building her business. Our conversation made enough of an impression on her that when I was in Dallas, Texas for the company convention we ran into each other on the escalator again among 12,000 other people attending an event. She was standing in front of me and turned around. "Do you remember me? We had lunch at the picnic this summer." I could not believe I ran into her again!

We chatted and she smiled - "Thanks for giving me your card I signed up for your newsletter and love it." She is now a client of mine. No begging. No sales. But because I was interested in what she was saying over a simple lunch. I helped her problem that she could not figure out.

When you are postured with confidence people are attracted to you and to that attitude. Study what you have to offer so that you can present it without sounding like you are desperate.

Self confidence takes time and practice for all of us at times until we feel like we are comfortable running our businesses.

Your Body Language Shapes Who You Are – TED Talk by Amy Cuddy •

http://www.ted.com/talks/amy_cuddy_your_body_language_shapes_who_you_are

If you are listening to people, observing their body language when they talk to you, and hearing what they are sharing with you, they will tell you how to respond back to them.

Talking to people

#1 Don't change who you are. Be you. Honestly people see the business switch as soon as someone changes tone in their voice. Again watch their body language and you can see if they are leaning in or leaning away from you.

#2 Get people to use the product. Until they actually use the products they cannot give an opinion of how it tastes, or how their body responds to it.

You can use this line for any situation - add the words that work for you.

We are in the _____ business.

We are in the fitness business

We are in the mom home remedy business

We are in the sports support business

Listen to this audio with Big Al that I did that is priceless!

<https://www.dropbox.com/s/1g06lt74lud353q/Big%20AL%20-%20Tom%20.mp3?dl=0>

Learn from Big Al <http://www.fortunenow.com/>

He has 20 plus years in MLM business and he has one minute presentations you can learn. Your company has products to make one minute presentations out of.

QUOTE from a top leader:

“I am not building legs in a business model, I am building leaders.”

Be system driven

There are structures that will need to be put in place for a business (not a hobby). Third party tools are your friend and your up line will not know everything that you need to learn.





- How are you going to approach prospects - what are you going to say?
- New customer orientation
- What is your follow up sequence for new people?
- Will you be holding classes, using social media, webinars, or audio trainings?
- Get a business calendar (I use Google online tool so it is attached to my phone calendar and my Vcita business calendar) **Link to Vcita:**
<http://www.vcita.com/?invite=RF-c89513272f00121adcd>
- Opportunity presentations - Online or off line

Third party tools like videos, websites, and presentations that someone other than yourself has created are great to use. Send your new person or your prospect to the site and follow up with them to see what they liked about what they saw. Here are a few good books that are good to learn from:

- ★ Making The First Circle Work, by Randy Gage
- ★ Go Pro, by Eric Worre (my favorite)
- ★ Rock Your Network Marketing Business, by Sarah Robbins (a great teacher - no pun intended since she used to be a teacher)

WHAT IS ON MY BOOK SHELF

Reading List

	How to Build a Multi-Level Money Machine Randy Gage, Prime ... New \$17.00 Best \$9.63		The Go-Giver Bob Burg, John Dav... Best \$2.66
	Building an Empire Brian Carruthers New		The Four Year Career Richard Bliss Broo... New

Privacy Information

I am always adding books to my library and you can find my favorites list here
<http://astore.amazon.com/brapas-20>

BUILDING YOUR LIST

**Start by listening to this interview I did with Alyson Lex from www.RockYourMarketing.com
<https://www.dropbox.com/s/skcu7mfiddf6sft/Aylson%20Lex%20.mp3?dl=0>**

Another third party tool that is a MUST in business is to **build a list**. A list is where you collect names and emails of people who are interested or are a member to continue communication with them.

I recommend Aweber because of the outstanding customer service and simple to use and it will grow with you as your business grows. You can get a free 30 day trial <http://stayconnected.aweber.com> of course there are others out there. You can do your own research but I refer people to Aweber because of the service.

Your list is your business.

It is something that you own, and people have given you permission to send them information about your business or your free offer than made them sign up.

Lots of people think that Facebook, Twitter, Google+, LinkedIn are their list. Those are free sites that you use to market your business or start a conversation and you can use the ads to find new customers BUT until you get them ON your list. You do not own those names and emails.

If any of those social sites were to close down tonight while you were asleep, you would not have any access to those people. They would be gone forever if you don't get them moved over to your list. Driving traffic to your site is a skill you have to learn but one that is well worth it.

Why a list?

In Aweber and other, similar tools, you can set up autoresponders that will send out the same message over and over for you to each new person who comes into your list (even when you are sleeping or on vacation.) It will trickle the information out to their email inbox for them to read without you having to do that same task over with each

new customers or new member in your business. This is how you begin to set up freedom in your business.

This does not create a hands off approach to your business but it sets it up to run like a well-oiled machine.

TIP: You can outsource this to someone who knows how to run a list until you have learned how to do it yourself for a monthly fee. Using someone who works as a virtual assistant can be a priceless addition to help you build your business bigger and stronger.

BUILDING YOUR BUSINESS USING ONLINE TOOLS

Kim Garst talks about list building tools you will need in this interview

<https://www.dropbox.com/s/cbwx1j2w2twguok/Kim%20Garst%20.mp3?dl=0>

Using tools and systems are something you will need to get used to. They are what will make your business work while you are enjoying other things in your life. The key is to set them up to work for you. There will be a learning curve and it doesn't happen overnight.

There are tools that have remote management, my top favorites are: *(transparency - these are my affiliate links and I will earn an affiliate reward if you use them)*

1. Hootsuite

Affiliate link Hootsuite:

<http://www.shareasale.com/r.cfm?b=363452&u=411710&m=37818&urlink=&afftrack=>

I am a Hootsuite ambassadors #HootAMB I have used this one tool for over 4 years.

2. ManageFlitter

Affiliate Manageflitter Link: <https://manageflitter.com/try/jbnTE243>

3. SocialOomph

Affiliate Link SocialOomph

<http://www.socialoomph.com/97889.html>

4. Google Analytics

<https://www.google.com/analytics/>

5. Dropbox

<https://db.tt/6MnHHvsJ>

6. Vcita

Virtual appointments, online scheduling and appointment booking easy for everyone to use

<http://www.vcita.com/?invite=RF-c89513272f00121adcd>

When you put these tools to work for you and your marketing, you will see results. Understand that remote managers do not mean “hands off.” Sorry you can’t set it and leave but you don’t have to reset it daily. It means that they will run for a period of time or work on some of the sites like social oomph on repeat for your twitter account.

Hootsuite is a social calendar. It helps you keep track and manage your many social network channels. It can enable you to monitor what people are saying about your brand and help you respond instantly. You can view streams from multiple networks such as Facebook, Twitter, Google+ and LinkedIn and post updates or reply directly. With so many networks for businesses to manage, its no wonder Social Media Management tools have become so popular and relied upon by many companies today.

There are other tools like Pingdom, Tweetdeck and Social Engage but I have found that Hootsuite serves the purpose for me very nicely with an app for my phone and I can see all my social platforms in one place. It has a paid version of \$9 a month (at the time of printing) to be able to use the calendar for future posting and to organize your post on the calendar page. I found the paid version to be useful for me and I use it weekly. The good thing about a social manager you can preschedule post as far in advance as you want to. When I am going to promote an event I will plug in the tweets and Facebook posts in Hootsuite so I don’t miss the promotion period. It will roll out on those dates and times even if I am working on another project.

Twitter is an online social networking service that enables users to send and read short 140-character messages called "tweets". It is a fast moving platform because of the short texting space and it reminds me the sound of chattering in a crowded room until you narrow down to the type of people in your niche that you are talking to. Most people look at Twitter as useless, or confusing until they learn what a powerful search engine it is.

You can use the advanced search to really narrow down the type of people you need to be connecting with <https://twitter.com/search-advanced?lang=en>

Because twitter is such a large platform that is fast moving, use socialoomph to plug in a .txt file to run on twitter every hour, 24 hours a day 7 days a week. That .txt file can be updated and reset as you need for it to. You can also set socialoomph to promote projects for short periods of on a calendar setting. It is not 100% automated - you have to do the updates and add new content but it is well worth setting up.

Using **socialoomph** for Twitter will keep your account moving and engaged. Using quotes that are from other influencers, good quality content for 'how to's' and tips for your niche marketing. You can make a PDF and upload to socialoomph to circulate every hour on the hour.

Get Social With Facebook, Twitter, Google+ and LinkedIn

In the beginning of our careers, prospects can smell our incompetency. They don't want to follow us, and we end up giving long presentations to people who "want to think it over." Then we frantically try following up, and no one wants to talk to us.

While there are many secrets to sponsoring success in network marketing, "attraction" is one of the easiest to master. All we have to do is learn a few of the basic skills, and prospects will want to come with us on our journey. That is why books, audios, seminars, conventions and workshops are so essential early in our career.

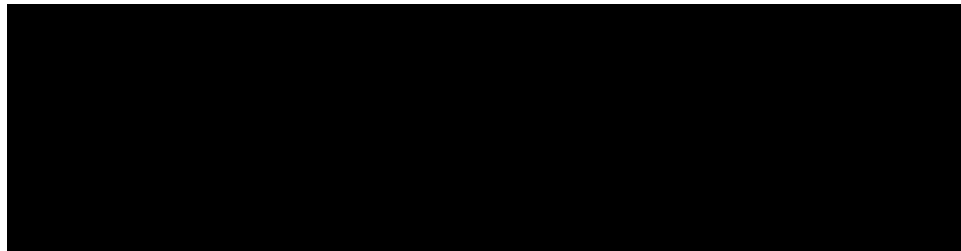
So if we are still unattractive to prospects, let's change that right away. And if our team has that problem, let's help them make a gigantic leap in success by giving them some basic skills.


Attraction marketing is the easiest marketing you can learn to do. It is using social proof to grab people's attention.

Using social media you can share updates as you are going about your day and share an event you're attending. It's as simple as using your phone.

Attraction marketing is bringing your personality into your status updates and sharing what you are learning, where you are traveling to, business events you're attending or awards you have earned.

Images for social proof



 **sstaton647@gmail.com** and 206 others followed you



 **Gabriel Foley** and 195 others followed you

11h



You can get Manage Filter here (Affiliate Link):

<https://manageflitter.com/try/jbnTE243/why>

As a business owner the unspoken rule for social media is never bring your dirty laundry to your status updates. You can post your opinion about any topic you are willing to discuss in a public forum. People bashing and shaming people is just not cool.

Keep in mind that what you post on social media is recorded on the web for many years to come and people can always search and find posts you forgot about. Be very strategic in your posts and do not get into conversations that would make people not want to follow you in your business.

People are attracted to those they have things in common with or are encouraged by. Think about the people you like to shop with. People will get the wallet out and shop with people they like know and trust. Shopping and working with people online takes time to build a reputation and it takes very little to break that trust (as in life). You are a thought leader, which can and does lead to exponential growth in your business.

As a thought leader, you draw people to you and they will seek you out to learn more about you and what you have to offer. As a leader you will be asked to do interviews, podcasts, and speaking engagements. Fellow entrepreneurs will seek out your expert

advice and you could be chosen over someone who they don't feel as if they know as well. Even if you have not met in person they feel connected to you. You are building a position in the industry as an authority figure that is trusted.

Being well known using social media doesn't happen overnight - it happens over time.

The ones who stay in the race the longest are the ones who are known the most. Taking the right action steps and using the proper approach will lead to successful things in your business position. People will look for you to make purchases and to work with over someone they have never heard of.

I am an overnight success after five years in the business (sarcasm intended).

“The world is begging for you to lead.” —Seth Godin

When you see people at the top of the success chain - people assume it was handed to them on a platter and that they were spoon fed the results. What most people do not see in the people who made it to the top is all the hard work and setbacks that it took to get them there.

When people join social media they go in halfway and only post part time or every 2-3 weeks and get upset when no one responds. People chat with those they see and know. Being a leader in content and teaching will take you much further than anyone who uses their product as the profile image or who is talking about their product non-stop.

I know this sounds crazy. It did to me when I first started learning how to be a leader with the content I posted. I could not figure out how people would ever want to know what my product was if I did not post it. Leading with more posts on things to think about make people curious and they start looking deeper. When they begin looking at you the hidden information comes to light. They now have an opinion of whether they want to order from you are just follow you for a while and observe. Either way they are connected.

When you begin your journey you may not know what your specialty is just yet. Getting very narrow in your niche and teaching others how to use it is how you become the expert in your area. Like doctors, a specialist can charge more than a general doctor because of their deep knowledge of one topic and the fact that they're the go-to expert on that topic.

When someone says “Nike,” you know they are talking about shoes even though they sell clothes - shoes are the specialty. When you say McDonalds you think of the golden arch, fast food and hamburgers even though their highest income generators are their drinks.

Your specialty is what you’re passionate about. Your passion is what will drive your business as your cause to keep moving forward. Your products will be on the back end of your business - your passion will bring them in the door. Once they are inside (your email list) and they are connected to you they will normally want to purchase what you have.

The only way to be in this industry and become a real pro is to stand out. Blending in is for the other 98% - become the top 2% who **Stand out from the crowd** and draw people to you. Learn to study the big leaders and what they do. Rarely will you hear them talk about the company or their products. Each of these leaders were in a MLM company - do know what MLM they were connected to? That is not what you will see when you go to their main blog page. They are talking about what THEY have to offer.

Eric Worre - <http://networkmarketingpro.com/>

Tony Robbins <https://www.tonyrobbins.com/>

Mari Smith <http://www.marismith.com/>

Randy Gage <http://www.randygage.com/>

Sarah Robbins <http://www.sarahrobbins.com/>

If you look at the sites I have listed and the one thing that is similar is they use their name for their website, not a hard to remember business name. Another thing you will notice is they talk about their mission - their why - or speak to the business and none of them talk about the network marketing company they are with. Until you get inside and on their lists.

I enjoy lifting people up and finding the positive in the negative situation. People need to be uplifted the same as they enjoy a little controversy. A good example is **Gary Vaynerchuk** - who is very bold and outspoken. His words are very colorful and he has used social media to his advantage. He tests and uses new platforms but video and twitter is where you will find him the most. He took his \$3 million business to a \$45 million business through the power of social media. If you listen to him he will stick in your mind because of his colorful words. He stands out in the crowd.

The root word of ‘authority’ is ‘author.’

If you want to establish leadership online it is a must for you to blog. Publishing regular

blog posts and sending that same post to your email list is essential. If you find that writing is not your thing, record a video and put that content up on your blog as your post. Use periscope and add katch.me to your blog for your content. Use Blab and add the blab recording to your website. - You can use soundcloud as an audio platform or open a podcast radio show.

Make sure you are adding value and it is not rambling to just put something up. Make sure it has a purpose and a call to action.

A call to action is simply telling them what they need to do next. People will read your post and leave unless you give them a task or the next step like “click here,” or “read more.”

There will be days you will have writer's block. On those days you can utilize and share someone else's content giving them all the credit for the content. You can give your opinion or a review of someone else's summit, video, message, or blog post. You can write a review that ties in with your niche and provide a valued opinion. This is called OPC: 'Other People's Content.'

If you have read a book that covers your niche market then you can write a review and encourage people to either read the book or avoid it. Your blog is also a good place to showcase your team members for your business or share pictures if you attend an event. That gives your blog some nice diverse subject matter instead of being a rigid product site.

Secure your online world

'Tis the season for hackers to have a ball online. It happens during every big event like election, holidays and it also comes in the seasons. If you are not very active online you would never know this was a big deal but if you run a business and you use email, Facebook, Twitter or any other sites it can be a huge headache.

This week I have had someone try to get into my Facebook account not once but twice. Thank goodness I have set up and Facebook security that caught the attempt and intervened.

I had to go in and follow some of the prompts that Facebook sent to show them it was me and as soon as the changes were done they tried again. It was blocked.

Working online is pretty awesome - but it has its issues just like owning a storefront where someone can knock out the glass and enter your store. Thieves suck - I don't care who they are, they are pitiful.

Yes I know having all the pop ups are a pain in the booty - but if you get hacked and are locked out of your accounts you will be in a major panic mode trying to get things back online. Sometimes that can take weeks.

Go to Facebook settings

Go to security

Add your cell phone number so you can get a text - trust me it is worth it.

Follow the prompts to make your account as secure as possible.

Online business people - this is a must for you!

Go to Twitter and do the same thing.

Go to settings and secure your site.

Add your cell phone to get text to get a code to add to your devices to make sure it is you logging in. Did I mention it is a pain in the butt? Yes but it is more than worth it.

The added security with your cell phone to receive text messages gives you an instant notification when someone is trying to login to your accounts. Using your cell phone also gives you an avenue if your accounts get locked for them to connect with you and get your accounts secured and re-opened.

Here is another app I am using on my mobile devices called Authy. It is a two factor authorization. <https://www.authy.com/>

You can set up more than one site on this tool and have them all in one place for security codes. The codes change every 15-30 seconds.

Another one I use on ALL my devices is 1Password <https://agilebits.com/onepassword>

Protect your WordPress blog with security, protecting your website from hacks and malware. <https://wordpress.org/plugins/wordfence/>

Gmail offers 2-Step Verification, which is also known as *2-factor authentication*

If you are using Dropbox, Evernote, Apple Cloud, Google Drive, or Hootsuite, they all have double verification. Check every site that you use often and set this up on each of them.

It will protect your logins for people who travel (like me) and you are using that free Wi-Fi at the hotel or restaurant. Your accounts are wide open - if you go through this app to get to the sites you are secured.

If you had a store down in a big city you would have a security system on your doors and windows. Your online products and sites are your doors and windows to your business.

Secure your online world today - don't roll your eyes and say yeah whatever. There are people who have nothing else to do but make your life hectic.

Speak more...

When you are given the opportunity to speak to a group and share your story DO IT. It gives you great visibility. You're not limited to stages - pick small groups and practice, practice, practice! If speaking is not your thing, use video like Periscope and Blab to talk to people and share your message.

No social platform will ever take the place of people being able to see your face, see your body moments, and feel your energy. Again, the more people feel like they know you the more likely they will seek you out over someone else with the same products because of the connection.

25 years in nursing taught me about sales interview with me! Angela Brooks
<http://angelabrook.com/25-years-in-nursing-taught-me-about-sales-interview-with-angela-brooks>

There are so many ways to “build your tribe” and connect with your followers. Connection is super important. I use my Aweber list for emails to stay in touch with my online readers who have joined my list. I use Facebook groups to connect and stay in touch with my team and customers on Facebook, and I have list set up on Twitter to stay connected to groups of people on Twitter.

To be a true leader and connector it is a must to reply to your comments. People know if you have a page that is engaging or not and they follow those that talk back.

I normally reply no later than 24 hours and most the time much faster than that. If there is a post that doesn't need a comment use the like button to let them know you read it. There is nothing worse than listening to crickets on a post you are looking for feedback on. You will never grow so big you can't reply.

The Routine – The Basics of autoresponder follow up

Once someone chooses to join your email list and the thank you email is sent acknowledging they have joined you, you want to begin sending emails at a rate of about one per day to follow up with that customer. I've created a routine that we like to follow, and at the most basic level it looks like this:

Second day follow-up: Start by sending an email that includes answers to three common questions people have about what you offer (i.e. what you're selling next). State the benefits, offer and of course, the URL to buy.

In all of these emails, it's more about motivating and driving home the sale.

Third follow-up: Send three customer testimonials, ideally with a narrative to go with them, and then conclude with the offer. You are leading up to the next offer in your emails.

Fourth day follow-up: You can copy your email from day one and add to the message - it is restating what you told them and then sharing more information added to the message. This prevents you from starting from scratch to write all your messages and a good reminder as well.

Fifth day follow-up: Give a success story of someone who used your product. At the bottom of the email place the URL to the offer.

Sixth day follow-up: Again use the first email content and add to the message by giving them a deadline of 3 days.

Seventh day follow-up: Create scarcity let them know the bonus is about to be discontinuing. The key again is to motivate them to take action.

Eighth day follow-up: Remind them of the link, and let them know the offer is still active.

At this point, the customer has now been approached with this offer in 8-10 different messages.

Many of you may be concerned that you are emailing too much, and while it may feel this way, one of the important things to realize is that many of them (assuming your initial offer qualified them for your second offer), are extremely interested in what you

have to offer and they just need the motivation to buy. When someone opts out of your list - don't let that bother you. You are weeding out people that will not be good to work with, and that is what you want to happen. This is how you ensure you're only talking to your ideal clients.

In my own tests, I've gotten people thanking me for emails, after sending them up to an email every other day. We all get busy and a reminder is very helpful in the mass of emails we all get.

Of course there were people who unsubscribed in that same period... That is simply their way of saying "I'm not interested." That's okay. This system is looking for the solid business partners. You want to filter out the ones that are not interested.

Also, if possible, many list providers have the ability to remove users from one list, when they are subscribed to another (often called "automation"). It can often be a good idea to remove someone from the list that is doing the marketing once they "buy" the next offer. This isn't required, but it can reduce complaints and unsubscribes.

I hope this gives you a basic understanding of the type of emails you will need to send and how often.

Listen to your fans and followers

Get to know your people inside out. What keeps them up at night? What are their needs, wants, desires, hopes, and dreams? How can you be their #1 trusted resource? What gap can you feel that the competitors aren't filling with what they're sharing and doing??

The most important thing about people's conversation is listening and listening to what isn't being said.

When you learn these tips about your followers you will be able to write your blog post to them and have them shaking their heads agreeing with you - the whole time you are using words they are already using in the surveys you send out, the status updates they reply to, or comments they email you when they ask for help. It will make them feel like you are in their heads reading their thoughts and they're then able to connect on yet another level. Gathering this data is free - strategic - and arms you with the content rich information to talk to your niche market.

Another place you can get this type of information is Facebook insights or Twitter analytics.

Read your data! It tells you where they live so you know how the culture and surroundings are, you know their age so you have an idea how they think by ages, you know when they read your content so you know what time of day they are online and so much more.

Create....Create Create

This is where people freak out and start backing up. I know I did. This is also the place when you reach out to someone who can help you take all this awesome content you have written, videos you have made, and influence you have shared to build your own products. Your product can be an eBook, a video series, or even a book that you created from your blog content (like I did with "The Nurse's Voice.")

Each laser-focused content piece that you do can be turned into information products, books, courses, eBooks and live events... all of which you **offer for sale**.

Your job today... is simple. Get started building it!

When it is time to begin your own products, reach out to someone that has experience doing this. Yes, you will have to pay for the help and if they are good and have the background to do this - it is very much worth it.

Here is my pet peeve... people will create some amazing products and not give themselves credit for the work they did and want to give away way too much.

Do you know what people do with FREE products? Nothing.

If they have something invested in a product, a book, a program they are going to make more of an effort to do the work and you will get the results and the testimonies

“Becoming a thought leader is about making money and making history.” —Forbes.com

There are parts and sneak peeks you give away. But not all of your hard work. Just like me sitting down to write this product for you. I don't give myself credit often for what I know about online marketing. Then I started writing.... I hired an amazing business team to help me put things in place.

Testimonials

If you don't have them, you will need to start collecting them.

Ask your readers on your list for feedback and how you have helped them. If someone sends you an email telling you how you've helped him or her solve their problems, save it and use it as a testimonial.

You can use these 3 questions as a guide to help you capture a strong testimonial:

1. What did they struggle with before they started working with you?
2. What did you do that helped them?
3. What benefits are they now enjoying?

Be sure to document what they say (either by voice recording, video recording, or via the written word). It also helps if you can get their permission to use their name, and maybe the city and state they live in.

This provides more credibility to the testimonial.

Testimonials don't have to be long, a few short positive words can be built upon by your half of the story of working with them.

If someone does give you a strong lengthy story, save those testimonials for your "Success Story" type emails.

Always be on the lookout for a strong testimonial, as they will always help to improve your marketing.

Grab a notebook and write down your plan for collecting testimonials. It doesn't have to be complicated, but once you have your plan, go and execute it.

Bonuses!

When it comes to buying decisions, you have to give them reasons to NOT procrastinate. You can do this by offering a free bonus or a price discount for acting within a limited time frame in your products.

Set a deadline. Typically 10 days, simply because that's when this portion of the offer sequence ends.

Next, figure out how you are going to position your limited bonus offer. Some quick ideas include:

- Offer a limited-time price discount where visitors must buy before a certain date in order to qualify.
- Offer additional bonuses for free if visitors buy within a certain time frame.
- Offer only a limited quantity of your products or services.
- Offer a limited quantity bonus.

Choose the one that works best for you, and then explicitly write out your bonus offer.

Many people will get stuck before they start, hung up on a question or method. Try to move past them to the real meat of what we're teaching here.

The emails don't have to be perfect to work.

In fact, a typo here or there can even improve conversions sometimes!

The main focus is to get started and take action. Small steps, getting one task at a time

done. By the time you lean back at look at your work you have completed a marketing product.

Conferences Are A Must Attend

I cannot explain what going to a live conference does to you. The energy of being around like-minded people who speak the same business language energizes your dead brain thinking. Have lunch and dinner with someone new and learn how other people are running their businesses. You will walk away with loads of new ideas and be filled with a new energy that honestly you cannot get when you're sitting at home.

When you get the calculator out and look at the cost of going to an event in dollars you see numbers but if you go and really network while you are there you will come home with a new found connection. Even if they are not in your business line you can learn something from them.

When you attend events make, sure you find out what the hashtag is for the event and set up your Hootsuite with a tag to follow and reply to the hashtags over the weekend. If you are using Instagram for your pictures (and you should be) make sure you use the hashtag for the event to connect to the event tags. Using Hootsuite allows you to post to three sites with one click...one action and you are connected to that hashtag on Facebook, Twitter and Google+.

While you are at the events take picture of you with different people. Show your followers what you are up to as social proof. Use Twitter with the hashtag tag to connect on that platform as well (this can be done through Hootsuite) to give nuggets about the event... but don't give away the main feature. Just enough information to make people want to know more, so they will follow along.

When you are at events, get pictures with the speakers to share. Show people you are in the right place at the right time, learning from the right people. It makes a difference.

I was honored to meet Mari Smith (Facebook expert) in person in Nashville, Tennessee and as soon as we met it was if we had already met somewhere else. That was our first in person meeting but through social media we talked like friends. She recalled my name, that I am a nurse, that I'm retired and that I use oils. That told me my marketing was working.

It happened again at another Convention in Dallas, Texas when I was able to finally meet the "Oola Guys" in person. It was as if we knew each other and one of the guys even asked, "Where else have we met? You are everywhere on social media!" It was only on social media, Periscope and Instagram that we knew each other.

Keep in mind your business on social media is not a numbers game to see who gets the most people. The game is who provides the best value, who is open enough to allow people to feel like they know you.

Add value.

Provide content.

Share business and personal stuff on social sites and your blog. Nobody talks business nonstop every day and if you do, you're boring. Your social sites shouldn't be all business either. If the social connection doesn't have some fun in the middle of the business, people lose interest.

Bonus Thoughts for Products:

Now that you have added all this content to your site, your social media, and the Internet world... what now? This is actually where it gets fun!

You never stop writing: your story changes and grows with you as you learn more about your niche market and as your personal development grows.

You #1 goal is to never stop learning.

The more you learn about the business, the more it will all blend together and make sense.

The content you have now written can

- Be your next product
- Turn into eBooks
- Become a hardcover book
- Be the subject of videos
- Inspire a podcast
- Be used to speak to a group
- Be used to build summits with interviews
- Build your list

Everything you produce can be wrapped into another package. Providing value in your blog post seems so simple but it's really the beginning of so much more in your marketing.

Your company that you are working with is actually on the 'back end' of your business which sounds totally backwards for what you're trying to do.

You are your business - you are unique - your business is around you and who you are and what you are passionate about. The products come in after you have interviewed your new contact to see if they are a good match for what you have to offer. If not... then you have other products that can serve them in another way with the content you have built.

Multiple streams of income is a must so that you can serve the fans and followers in more than one way. Use affiliate links to the tools you use and talk about.

As you grow in your business, people will want to know your tips and top secret Ninja tricks that you use in your business.

Your business will only grow as much as your personal growth. If you don't take the time to learn and educate yourself on the many options in network marketing your business will grow slower. I used to think that my business was only wrapped around the product I sold but it is much more than a product.

It is your blog content, social media content and the products that will come out of you as time goes by.

I hope you have gained a nugget it or two from this book. There is so much potential inside of you. You are unique, and original. No one can do business like you.

Thank you for joining me on this book journey. Don't just read the contents, but put them into action. Make it happen. Do the work.

I want to share this message with as many people around the globe as I can. I need you help me to do that. Please share the link to your friends and business connections so they too can learn more about marketing the fun way.

I have one more story I would like to share with you before I go.

While I was working at the hospital I had a patient that came in at least once or twice a year for a medication adjustment. His last visit that I worked with him he did not speak for days. I came into work one evening and he came running down the hall calling my name. He asked my permission to tell me something. I said, "You sure can." He said, "Mrs. Angie when I see you come on shift I know I am going to be ok and you are going to take care of me." I thanked him. He held up his hand. He continued, "You are like a lighthouse, in my storm you are my safety. Except it is not just for me, you are going to touch people around the globe one day far away from here." He smiled, patted my arm and returned to his silence for the remainder of that shift.

In the first 24 hours of the MLM Blueprints release, it traveled around the globe and reached UK, Canada, Germany, Hong Kong, Australia and the USA. I was not only honored - but I thought of Nathan.

Thank you so much for allowing that vision to come true.

Want more?

You did it! You now know what it takes to create your MLM Blueprint for success!

I'm very grateful that you took the time to read the book, I hope you found it useful!

I'd like to offer you a special gift to show my thanks!

I've gathered 18 of the very best experts in creating your 6 Figure MLM Success; from the upper echelons of big MLM's, to entrepreneurs who know the secrets to putting your businesses into income making overdrive!

If you want to get access to all 18 ground-breaking interviews then make sure you sign up for them here: <http://angelabrook.com/mlm-blueprint-6-figure-success>

This special gift is free, but you have to sign up to get it.

Here's the link again: <http://angelabrook.com/mlm-blueprint-6-figure-success>

For more tips, free stuff and information for your MLM, make sure you follow me on social media.

Facebook page - <https://www.facebook.com/AngelaBrooksBiz>

Twitter - <https://twitter.com/angelabrooks>

Instagram - <https://www.instagram.com/angelabrooks1/>

If you're open for an opportunity to build a life of true freedom, that doesn't interfere with what you are already doing in your life, email me today to set up a discovery call:

angela@angelabrook.com



Create a life you don't need a vacation from!
Angela Brooks