



# *Contact and Invite*

choosing your team

EcoMastery Success Program  
~ Sowing and Reaping Module 2.1



# Our Core Values

**C**ommunication      **F**un  
**A**ttitude            **R**espect  
**P**roactive            **O**thers  
**E**xtra mile           **G**rowth  
**D**etermined        **H**onour



# *Our Rules of Play*

- 1. People Will Do What You Do**
- 2. Your Past Does Not Equal Your Future**
- 3. Be Honest with Yourself**
- 4. If You Need Help, then Ask**
- 5. Challenges Go Up, Praise Goes Down**
- 6. If You Throw Dirt, You Lose Ground**
- 7. Always Praise in Public and Critique in Private**
- 8. Punctuality for All Meetings and Events**



## *Your Checklist for this **Module***

- ✓ You have **registered** with EcoForce Global as an **Advocate**
- ✓ You have made a **tree purchase** through the **EcoForce Tree Clubs**
- ✓ You have provided your **Tree Goal and Reason** (your why) for joining EcoForce
- ✓ You have received your **Personal Link** to share with others  
<https://www.ecoforceglobal.com/itstartshere/?u=>



# Your **Honour Roll**

## Step 1. Create a List of at least 100 people

These are the people **you will honour** by sharing the EcoForce Opportunity with them



### Ideas for your Honour Roll

- ✓ Friends and Family
  - ✓ Associates
  - ✓ People you work with
  - ✓ Your Christmas Card list
  - ✓ People you would invite if you were to host a party
  - ✓ Your plumber, doctor, accountant, neighbour, etc
- ✓ Enjoy the process – do not think whether they would want to be part of this Opportunity or not at this stage, your focus is creating your list of names ... **the more the better!**



# *Finding your* **PEARLS**

This process helps to **identify** those on your Honour Roll who are more likely to be **the right people** to join your Team  
Just as not every oyster contains a pearl, not everyone you share this Opportunity with will want to be part of your Team



**Step 2.** Go through your Honour Roll and place a **P** beside every person who is **POSITIVE**

**Step 3.** Then place a **E** beside every person who is **ENTHUSIASTIC**

**Step 4.** Then place a **A** beside every person who is an **ACHIEVER**

**Step 5.** Then place a **R** beside every person who deserves **RECOGNITION**

**Step 6.** Then place a **L** beside every person who is a **LEADER**

**Step 7.** Then place a **S** beside every person who deserves **SUCCESS**



# Finding your **PEARLS**

**Step 8.** Now go through your Honour Roll and highlight every person with the word **PEARLS** beside their name

- ✓ These are the people you contact **FIRST**
- ✓ You can go back through your Honour Roll and contact others with **less letters** later
- ✓ Over time you may contact everyone on your Honour Roll, however you also only want to choose those that **YOU** would like to be part of **YOUR TEAM** that you can work with



**ALWAYS** be adding names to your Honour Roll and filter them through your **PEARLS** process



## Contact and **Invite**

### Step 9. Contact your **PEARLS** to invite them to view the EcoForce Opportunity

There are many ways you can make initial contact with your **PEARLS** - **keep it simple**

✓ **PHONE** them to tell them what you are doing *“I am planting a forest to help heal the planet, and I could use some help.”*

✓ **SEND** them your EcoForce **Personal Link** by SMS or email

 Ideally **INVITE** them to an **EcoForce Global Information Presentation**





Do not dump the **Truck Load**

Give them **just enough** information to get them interested



Share the **EcoForce Global Information Presentation** with them over a cuppa

✓ **NOTE:** On average people need **5 to 7** points of contact **PRIOR** to making a decision ... respect the process, respect the person



# Look for **12 Advocates**

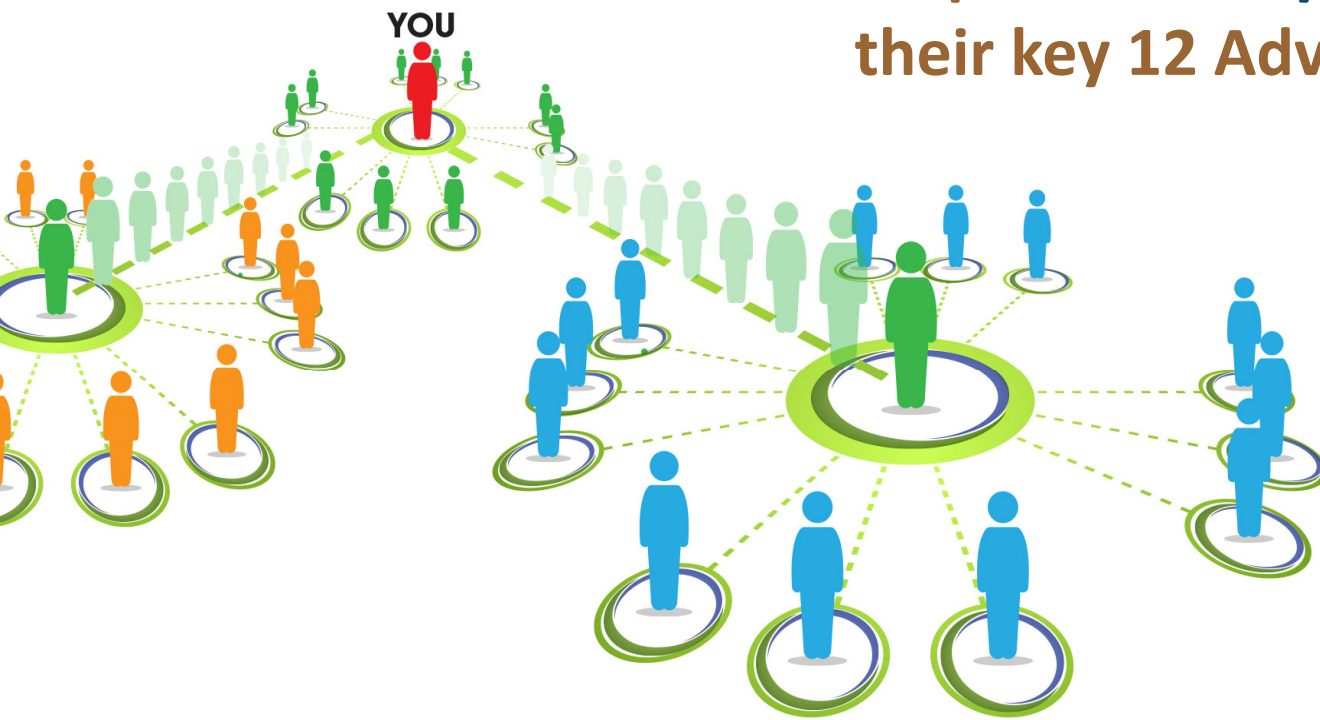
**Step 10. Register 12 Advocates who want to create a career income**

- ✓ You may need to register more Advocates to find those who are serious about this Opportunity
- ✓ Start working with your **FIRST Advocate** while you look for others



# Help your 12 find their 12 Advocates

## Step 11. Assist your 12 Advocates to find their key 12 Advocates



- ✓ These Advocates simply repeat the Steps
- ✓ Attend EcoForce Events and Training Seminars
- ✓ Refer to your EcoMastery Success Program for additional training



# Duplicate this in every level of **Your Organisation**

## Step 12. Repeat the steps covered with every Advocate



- ✓ You can have more or less than 12 Advocates
- ✓ However, a team of 12 key Advocates positions you to benefit most from the Advocate Rewards Program
- ✓ Duplicate this within your organisation and everyone wins ... most of all the planet



# Your *Review*

- ◆ Create your Honour Roll by making a List of at least 100 people
- ◆ Using the PEARLS process, go through your Honour Roll to find your PEARLS
- ◆ Contact and invite – keep it simple
- ◆ Do not dump the truckload
- ◆ Register 12 key Advocates who want to create a career income
- ◆ Help your 12 find their key 12 Advocates
- ◆ Duplicate in every level of your organisation

**Register | Buy | Share**  
**... repeat**



If this was the last tree on Earth  
there would be no tomorrow

**One person** can change the world  
Imagine what a **tribe of us** could do

**Share EcoForce**

*and help save our planet*

**... one tree at a time!**

It's time to #BuyaTree

