



Contact and Invite

choosing your team

EcoMastery Success Program
~ Sowing and Reaping Module 2.1



Our Core Values

Communication

Attitude

Proactive

Extra mile

Determined

Fun

Respect

Others

Growth

Honour



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

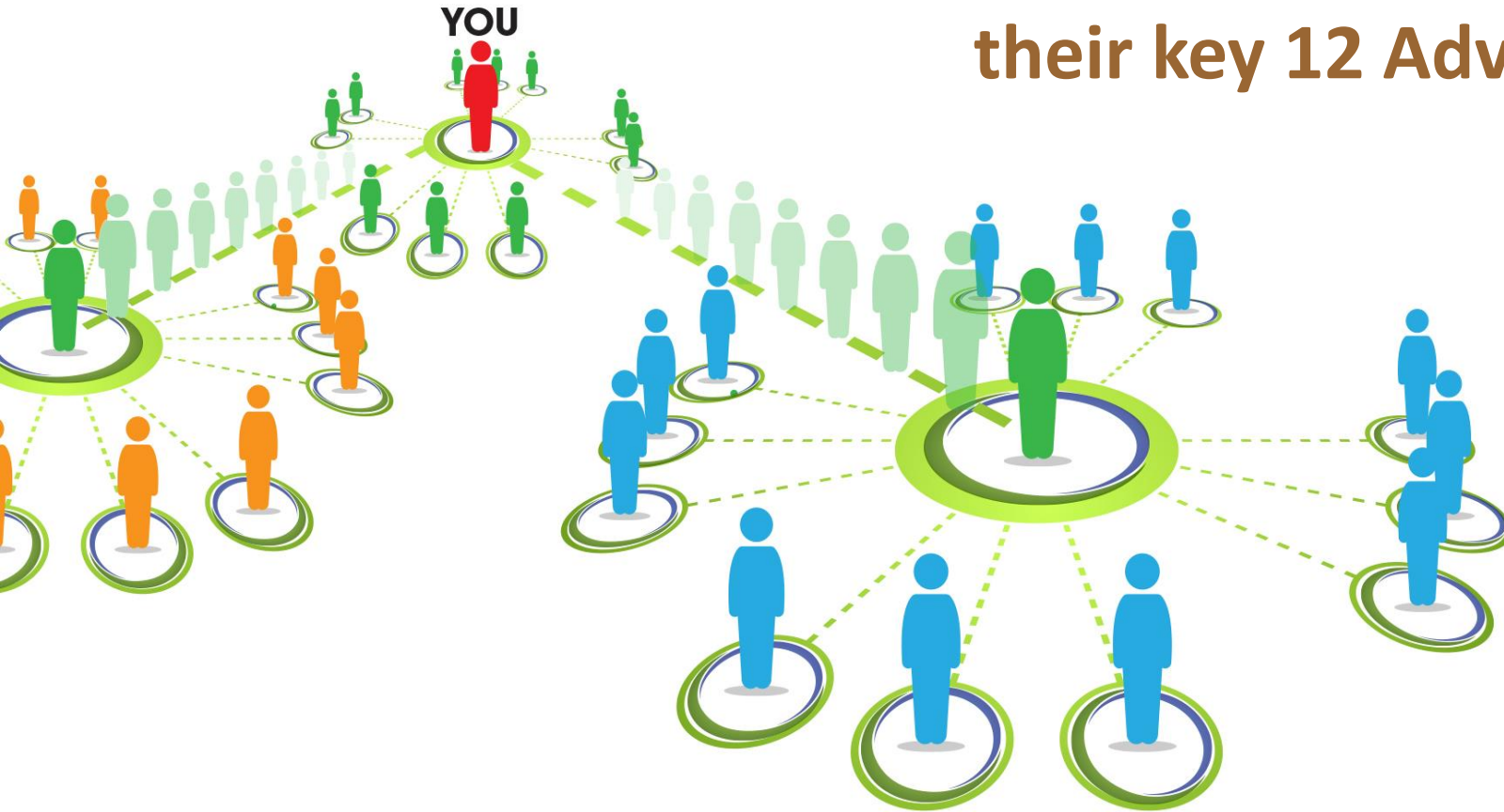
Step 10. Register 12 Advocates who want to create a career income

- ✓ 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

