

“Share, Show, Invite, Decide Process[©]”

The “SSID[©]” process is a proven method that allows you create a measurable timeline in the process of building a team. It also allows the new prospect to be relieved from the pressure of being “sold.” This literally broadens the reach of your business. Everyone has the opportunity to engage the 4-step process and grow a healthy business. It is also duplicatable. People are able to share with others the opportunity to align with the business plan and be empowered to work with a clearly defined method of inviting others to join the team.

“The Share, Show, Invite, Decide Process[©]”

This Process Can Be Used In Every Facet Of Your Business.

- I. SHARE-BE DETERMINED TO CONNECT**
 - a. Have them share with you who they are and why they are looking at or would have an interest in a home business.
 - b. After you have been a good listener, ask if you can briefly share with them about yourself and your excitement about your business.

- II. SHOW-INTRODUCE TO THE BUSINESS**
 - a. Take them to the website and “Show” them the nuts and bolts of the business. Allow them to see and experience the technology that is driving the business.
 - b. Get an email address which will provide them with links where they can look at further information about the business.
 - c. Make sure that you include the webinar schedule so that they can experience a live presentation and evaluate the entire business concept of MYTV Phonebook.

- III. INVITE-TO GO THROUGH THE PROCESS OF EVALUATING THE BUSINESS**
 - a. Invite them to the next business overview call/meeting that they can attend.
 - b. Let them know that this is a process to gather information about the business in order to make an informed decision.

- IV. DECIDE-COMPLETE THE PROCESS SO THAT AN INFORMED DECISION CAN BE MADE**

The purpose of this process is so that you can measure the level of interest of the prospect. It also allows the prospect to know that there is a defined time in the process and that it will come to a conclusion. That conclusion will be one of the following: Yes, No, or keep me on you email update list. Remember sponsoring is a process not an event. Many times the prospect wants to get a temperature of your commitment to serve them.