

Client Rating System

The intent is to determine the client's success potential. Primary result is to have You work with those who volunteer and are ready to build a business.

DESIRE

Greatest desire is often found in someone who has had success and lost it – when discipline is combined with desire these are two of the most desired traits.

LOW

No income, no desire to change, accepts mediocrity.

MEDIUM

Dissatisfied with current situation. Looking for challenge.

HIGH

Looking for time freedom, might have money might not.

Discipline

Low

easily diverted – looking for new shiny object.

Medium

Follow through intermittent.

High

Will do what it takes to own their life.

Attitude

Are they open minded?

Are they positive?

Do they have a dream?

Self confidence

The ability to talk to successful people.

Low

have to always be re convinced – needs continual reassuring.

Medium

willing to work to overcome fears of approaching people.

High

will approach anyone at any level. (level = income bracket)

Coachable

Has the initiative to ask you for feedback.

Low

does all the talking rather than listening.

Medium

Listens sometimes can go off on a tangent, re-invent the system, easily sidetracked.

High

Listens well, takes feedback well, will work the system as directed.

Lack or Abundance

Where are they coming from?

Low

believes a traditional JOB is security.

Medium

working intermittently to improve themselves.

High

wants time and financial freedom.

Self Development

Low

no desire – does not believe in need refuses to do Mental cleanse.

Medium

agrees on need and does it intermittently.

High

consistently practices self development.