

*Worksheet*



**THE MLM  
HANDBOOK**

Starting and being successful with an MLM company is challenging. Answering the following questions will get you started in the right direction and help to guarantee your success.

1. What products would I be most passionate about selling?

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2. Which MLM companies am I interested in? Am I confident that they're reputable? How do their payout structures compare to each other?

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3. Whom do I already know that might be interested in purchasing my product?

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4. Whom do I already know that might be interested in participating as my referral?

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5. What is my goal? What is my plan to get there?

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6. What is my marketing budget? Based on that budget, what is my plan that best utilizes that budget?

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7. How can I find a great mentor that has a vested interest in my success?

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8. What is my follow-up procedure to get back in touch with old leads and ex-downlines?

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9. Do I have people and/or systems in place to deal with the inevitable frustration?

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10. What is my plan for training and supporting my downline?  
Meetings? Videos? Person-to-person chats?

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