

Paired Comparison

#	Item	Check	Rank	Compare
				1-2, 1-3, 1-4, 1-5
				2-3, 2-4, 2-5
				3-4, 3-5
				4-5

This version is for reps who are complaining about results, etc. 100% of the time they are not aware they are not working the main thing. Get their appointment book out and once you do the paired comparison, simple do the math to help them discover how few hours they are putting in on the “A” and “B” activities.

1. Hours per week dedicated to your business = _____
2. Time on the “A” activity per week = _____
3. Time on the “B” activity per week = _____
4. Add lines 2 & 3 = _____
5. Multiply total in line #4 x 4 = _____
6. How many hours in month dedicated to A&B? = _____
7. Subtract line 6 from line 5 = _____
8. If line 7 is a negative number or 0 you are keeping the Main Thing the Main Thing. If it is a positive number, congratulations, you are just discovered how to “IMPACT” your business.
 - a. Tell Henry Ford Story, letting them know 90% of time should be on A & B
9. The next step is to schedule “A” & “B” activities when doing OATS after time with family!
 - a. **SCHEDULE ‘A’ FIRST**
 - b. Upline should work on the A&B activities with the “Go-Nows” 1/3 of the time. {e.g. If a rep is working the A activity 6 hours and the B activity 3 hours the upline should work, hands on, 2 hours on the A and 1 hour on the B with that Go-Now
 - c. Make sure that you work the A before the B. The Go-Now then works the A 4 hours on his/her own and then B 2 hours on his/her own. You are then working the 3-Deep Pattern on the Main Thing!