

A man with glasses and a patterned shirt is smiling while operating a large photocopier in a library. He is pointing at the control panel. The background shows bookshelves and a desk with a computer monitor and a lamp.

CHECK-IN QUESTIONS

**Nasubukan mo na bang manghiram
ng libro noong college?**

Di ba pinaphotocopy mo pa?

DITO SA LIFESTYLES...

Nakabili ka na ba ng "Your First Year in Network Marketing"?

Nakatulong ba sa 'yo yung naphotocopy mong book?

Nadagdagan ba ang kaalaman mo?

**Nabawasan ba ang kaalaman ng may-ari ng
book? O ng original na pinag-xerox-an mo?**

**What if wala palang librong
sinulat?**

**Paano mo makukuha ang
kaalaman?**

After this training...

- You won't feel pressured to know all the answers.
- Your new distributors will gain confidence much faster.
- You'll shorten the learning curve of your team.
- You'll duplicate belief instead of just information.
- You'll build leaders — not followers.



A man and a woman are sitting on a dark green sofa in a dimly lit room that appears to be a library or study. They are both smiling and looking at each other while holding a large, thick book between them. The background is filled with tall wooden bookshelves packed with books. A window with light-colored curtains is visible behind them, and a desk lamp with a warm glow is on a table to the right. The overall atmosphere is warm and intellectual.

BY GMD PENG MENDOZA

Borrowed Belief

Third-party credibility allows a new distributor to temporarily borrow the belief of someone who has already achieved what they want.


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graph TD; A[Mentor's Belief] --> B[Distributor's Belief]; B --> C[New Distributor's Belief]; C --> D[Prospect's Belief];
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Mentor's Belief

Distributor's Belief

New Distributor's Belief

Prospect's Belief

Belief flows downhill.
Doubt also flows downhill.

Belief is transferable.
Confidence can be borrowed.

Imagine two people saying **exactly the same thing.**

- ◆ One is a new distributor.
- ◆ One has already built a multi-million peso business.

Same words. Different impact.

Why?

**Because people listen differently
depending on credibility.**

What can third-party credibility **build**?

- 1 Belief in the **Product**
- 2 Belief in the **Business / Opportunity**
- 3 Belief in the **System**
- 4 Belief in **Self**



Two Big Mistakes

"Mentor, ikaw na bahala sa downline ko."

"Mentor, ako na bahala."

The mentor is not there to replace you.

The mentor is there to reinforce you.

THE CORRECT MINDSET

I don't bring people because I'm weak.

**I bring people because I know how to use
my upline.**

YOUR ROLE BEFORE THE MEETING

Your job is not to convince. **Your job is to prepare.**

Before introducing someone, you should already build curiosity:

"I want you to meet the person who helped me understand this business."

"I want you to meet the person who I truly admire."



YOUR ROLE DURING THE MEETING

Observe. Take notes. Watch...

How your mentor asks questions

How they listen

How they tell stories

How they answer objections

How they transition

How they close

Their lifestyle

Their spending & investment habits

You are not just bringing people.
You are collecting skills.



YOUR ROLE AFTER THE MEETING

This is where many fail. Never disappear.

Instead, ask your prospect...

“What stood out to you?”

“What inspired you?”

“What questions remain?”

“What changed your mindset?”

Reinforce belief. Kakampi mo ang upline mo.

Teach these **principles**.

- 1 **My mentor is my university.**
- 2 **Every exposure is training** — for me and my downline.
- 3 **Someday... I will become the third party for someone else.**

PRINCIPLE 4

**I don't just admire my mentor. I
model my mentor.**

**Admiration inspires. Modeling
transforms.**

How to develop **this skill**



1 Observe. Attend every meeting. Don't just listen. Study.



2 Copy. Use the same structure. Borrow excellence.



3 Practice. Role-play. Repeat. Refine.



4 Reflect. Talk about it with uplines or downlines.



5 Become. People will request YOU.

**Eventually... people will request
YOU.**

**That is when credibility has been
transferred.**

◆ ACTIVITY — BORROWED BELIEF EXERCISE

Groups of three. Rotate roles.

Mentor

Distributor

Prospect

Scenario: the distributor introduces the prospect to the mentor.

Objective: not to close. **But to increase belief.**

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**Credibility is borrowed before it
is earned.**

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**People believe confidence before they
believe information.**

The mentor strengthens belief.

THE 3RD BRAIN

**The upline mentor doesn't know everything
right away...**

**but with the right questions, confirmations and
affirmations from the downline, the 3rd brain
appears.**

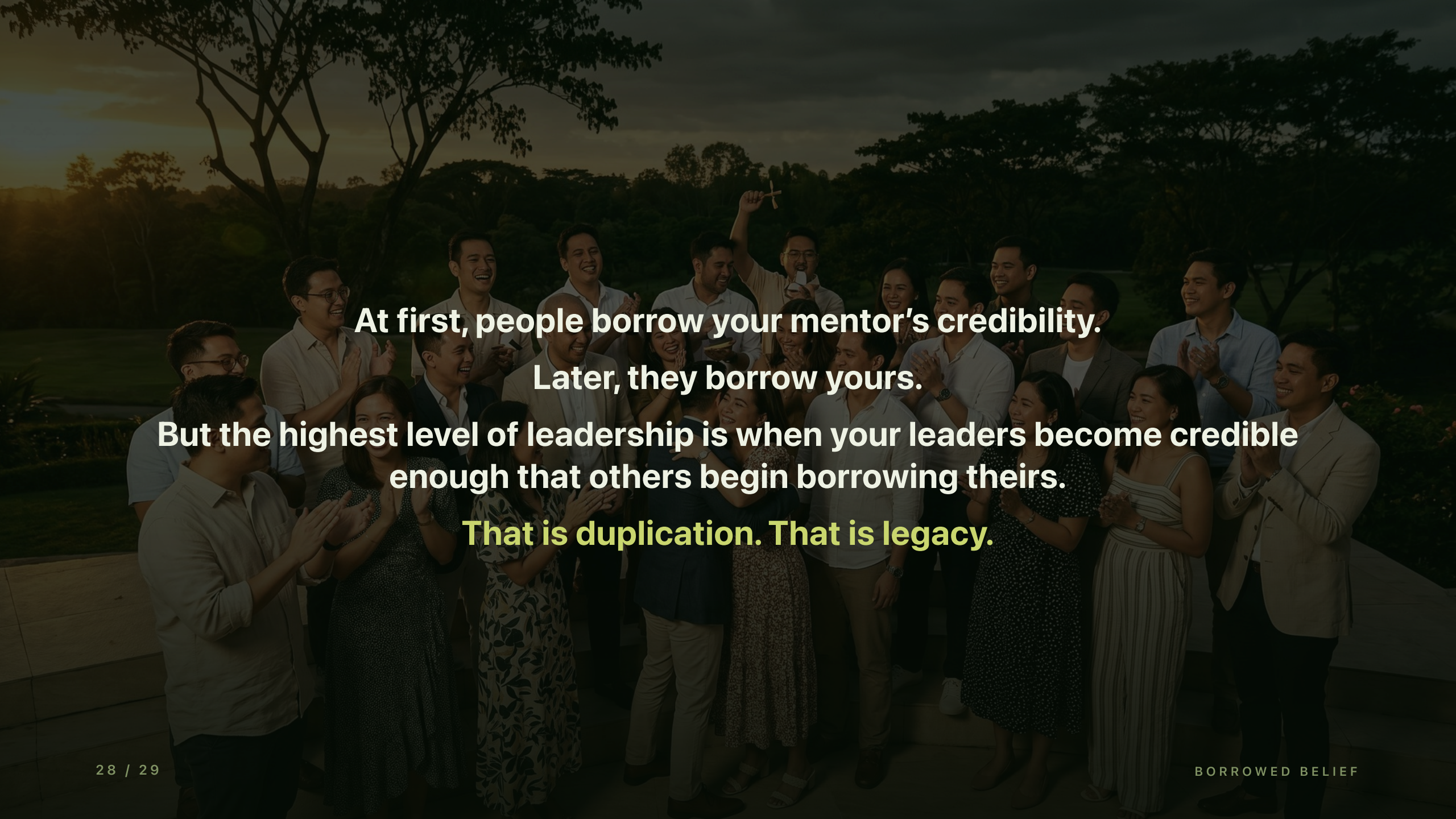
A woman with long dark hair, wearing a dark blazer, is smiling and speaking into a microphone. She is standing in a dimly lit room with vertical paneling. In the foreground, the heads and shoulders of several audience members are visible, looking towards the speaker. A warm light source is visible above the speaker, creating a soft glow.

Someday...
**You must become someone else's
third-party credibility.**

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**Great organizations are not built because
one leader is extraordinary.**

**They are built because every leader intentionally
connects people to wisdom beyond themselves.**

A large group of people, mostly men and women of Asian descent, are gathered outdoors at sunset. They are all smiling and clapping, creating a celebratory atmosphere. The background shows silhouettes of trees and a warm, golden light from the setting sun. The text is overlaid on the center of the image.

**At first, people borrow your mentor's credibility.
Later, they borrow yours.
But the highest level of leadership is when your leaders become credible
enough that others begin borrowing theirs.
That is duplication. That is legacy.**

Thank **you.**

To God be all the Glory.

