

# **Giant Heap Mlm**

**Keith Schreiter, Tom “Big Al” Schreiter**

**Big Al's MLM Sponsoring Magic** Tom "Big Al" Schreiter, 2019-12-06 What should a new distributor do first? So much for the new distributor to learn, only part-time hours, but they need to build quickly. MLM is different than a regular job. Every new person in your business should have a copy of this book to guide them in the early days of their network marketing career. This book shows the beginner exactly what to do, exactly what to say, and does it through the eyes of brand-new Distributor Joe. Big Al teaches Distributor Joe a very basic system to get to 100 distributors fast. Using just a few contacts and a very simple, rejection-free appointment and presentation system, Distributor Joe learns by observing, and thus builds leadership skills instantly. The magic script to help every new distributor get his first network marketing distributor makes it easy to build deep. In a few words or examples Big Al brings to light the real answers to network marketing leadership challenges. You'll find the same humor and directness that has endeared Big Al to his workshop audiences throughout the world. Published as Big Al Tells All (Sponsoring Magic) in 1979, and revised in 1985 and 1999, this latest revision includes updates to match the changes in the network marketing industry. It still retains the classic techniques that are essential to successful network marketing. Every new person deserves instant success in MLM, so why not use this easy system to get them started fast? Motivation, attitude, positive attitude and philosophy are great, but at some point, every new MLM distributor has to learn the skills of what to say and do. This is the book they need. Big Al's MLM Sponsoring Magic: How To Build A Network Marketing Team Quickly is a fun and fascinating network marketing system that every new distributor enjoys. What a great way to start off a new distributor's career, with this easy-to-read book. Order your copy now!

*How to Build Network Marketing Leaders Volume One* Tom "Big Al" Schreiter, 2019-12-06 Do you want to be a leader? Or, do you want more leaders on your network marketing team? The strength of your network marketing business is measured in leaders - not in the number of distributors. Leaders are the long-term foundation of your business. Everyone says they want to have more leaders, but how? How does one find leaders? How does one create leaders? What are the things we need to teach ordinary distributors to do in order to become leaders? Successful leaders have a plan. They want to duplicate themselves as leaders. This plan doesn't happen by accident. Follow this plan. Instead of wishing and hoping for leaders, this book will give you the step-by-step activities to actually create leaders. Yes, there is a plan for building leaders and it is simple to follow. Discover how to give ordinary distributors a leadership test to determine if they are ready to enter the path of leadership. Then, learn how to start their training process with the biggest leadership lesson of all: problems. When you have an organization of leaders, network marketing gets easier. Instead of spending the day with repetitive activities with distributors, you will enjoy the free time this business offers. Spend the time to build and create leaders, and then you will have the freedom to visit the beaches of the world. This is the perfect book to lend to a new distributor who wants to build a long-term MLM business, and would like to know exactly how to build it. Creating network marketing leaders should be the focus of every business-builder. Order your copy now!

*Big Al's MLM Sponsoring Magic: How To Build A Network Marketing Team Quickly* Tom "Big Al" Schreiter, 2013-10-22 What should a new distributor do first? So much for the new distributor to learn, only part-time hours, but they need to build quickly. MLM is different than a regular job. Every new person in your business should have a copy of this book to guide them in the early days of their network marketing career. This book shows the beginner exactly what to do, exactly what to say, and does it through the eyes of brand-new Distributor Joe. Big Al teaches Distributor Joe a very basic system to get to 100 distributors fast. Using just a few contacts and a very

simple, rejection-free appointment and presentation system, Distributor Joe learns by observing, and thus builds leadership skills instantly. The magic script to help every new distributor get his first network marketing distributor makes it easy to build deep. In a few words or examples Big Al brings to light the real answers to network marketing leadership challenges. You'll find the same humor and directness that has endeared Big Al to his workshop audiences throughout the world. Published as Big Al Tells All (Sponsoring Magic) in 1979, and revised in 1985 and 1999, this latest revision includes updates to match the changes in the network marketing industry. It still retains the classic techniques that are essential to successful network marketing. Every new person deserves instant success in MLM, so why not use this easy system to get them started fast? Motivation, attitude, positive attitude and philosophy are great, but at some point, every new MLM distributor has to learn the skills of what to say and do. This is the book they need. Big Al's MLM Sponsoring Magic: How To Build A Network Marketing Team Quickly is a fun and fascinating network marketing system that every new distributor enjoys.

**The Four Color Personalities For MLM** Tom "Big Al" Schreiter, 2019-12-05 Mind reading = fun! When we know how prospects think, selling and sponsoring are easy. Read deep inside our prospects' minds with this easy skill. Our prospects have a different point-of-view. So how do we talk to prospects in a way they get it and enjoy our message? By quickly identifying our prospect's color personality. Discover the precise magic words to say to each of the four personalities. This isn't a boring research textbook on the four different personalities. This book shows a fun, easy way to talk to our prospects based on how they see and feel about the world. The results are stunning. Shy distributors become confident when they understand how their prospects think. Experienced distributors have short conversations that get prospects to join immediately. Why be frustrated with prospects? Instead, quickly discover the four personalities in a fun way that we will always remember. We will enjoy observing and analyzing our friends, co-workers and relatives, and we will see the way they see the world. It feels like we have 3D glasses in our network marketing career. Of the 25 skills, this is the first skill that new distributors should learn. Why? 1. It gives new distributors instant confidence. 2. It eliminates rejection. 3. It helps prospects listen with open minds. 4. It gets instant results. What could be better than that? We won't have to look for great prospects when we know the four color personalities. We will have the ability to turn ordinary people into hot prospects by recognizing their color personalities and by saying the right words. By using humorous, slightly exaggerated examples of the four personality traits, we will remember this skill and can use it immediately. Life is more fun when we are the only one with the 3D glasses. This is the one skill that we will use every day for the rest of our lives! Get ready to smile and achieve immediate rapport and quick results. Order your copy now!

**3 Easy Habits for Network Marketing** Keith Schreiter, Tom "Big Al" Schreiter, 2019-12-05 Let our subconscious mind build our network marketing business. How? Through the power of automatic habits. How do I start my network marketing business? What should I do first? How do I make consistent progress? What if I don't know what to do? These are questions we ask when we start our network marketing business. What we need is a ... Magic pill! Creating three simple habits is that magic pill. Tying our shoes, brushing our teeth, and driving the same route every day - all are habits. So why can't we create three automatic habits that effortlessly move us to network marketing success? Well, we can. Every new distributor needs habits. Every experienced leader needs habits. When our team has habits that build consistently, we can push our business into momentum. Now, instead of using the weak willpower of our conscious mind, let's use the huge and automatic forces in our subconscious minds to achieve the success we want. In this book we will learn how

to: 1. Create simple, automatic habits. 2. Use three rejection-free habits that anyone can do. 3. Repeat. Here is our chance to use habits to create a powerful stream of activity in our network marketing business. Consistent, automatic activity in the right direction = momentum. Start your team off right with these three powerful habits. Make their success inevitable. Order your copy now!

How To Build Network Marketing Leaders Volume Two Tom “Big Al” Schreiter, 2019-12-06 Leadership is a learned skill. No one is a natural-born leader. Babies aren't given a manual on how to be an adult. Adulthood is learned from others. So how will we teach eager distributors to become leaders? By showing, participating, experiencing ... and of course, sharing stories. Yes, our distributors could imitate us to become leaders, but not everyone is created the same, with the same set of skills or advantages. So there must be common lessons everyone can learn for leadership. Inside this book you will find many ways to change people's viewpoints, to change their beliefs, and to reprogram their actions. And when these three things change, the results will naturally change too. Building leaders in your organization is the best investment in financial security you can make. The return on your investment is paid over and over again. And the earnings from developing one good leader could dwarf the monthly payout of almost any retirement plan. Build your network marketing business faster, now. Order your copy now!

Retail Sales for Network Marketers Keith Schreiter, Tom “Big Al” Schreiter, 2019-12-05 Get retail sales without stress, embarrassment or rejection. Shy? Don't want to talk to your friends? Afraid to connect with strangers? Don't know where to start? Don't know what to say? Never feel guilty again. Learn how to position your retail sales so people are happy to buy. Learn exactly what to say to make your retail sales soar. Did you know that the “tiny questions technique is the best way to get instant “Yes” decisions? Learn how to create instant rapport, and bond with your potential customers with four magic words. Easily approach even the toughest and most skeptical people. And the best part is that we can avoid objections with our direct, clear approach. Don't know where to find customers for your products and services? Learn how to market to people who want what you offer. Selling is fun when we know how to do this. Make retailing a pleasant experience while building your network marketing business. Plus, every satisfied retail customer now believes in your product or service. What a great group of qualified prospects to potentially become members of your team! Let network marketing experts and best-selling authors, Keith and Tom Big Al Schreiter, show you the way to retail sales magic. Scroll up to the top of the page and order your copy of this book now.

**How To Prospect, Sell and Build Your Network Marketing Business With Stories** Tom “Big Al” Schreiter, 2019-12-06 One tiny story ... changes everything. A ten-second story equals the impact of 1,000 facts. Now we can use micro-stories to communicate our network marketing message in just seconds. Our prospect becomes involved in the story, and instantly sees what we see. And isn't that what we want? Forget the flip chart, the presentation book, the website, the PowerPoint, and the video. Instead, use stories to get that Yes decision now. Later we can do our boring, fact-filled presentation. As an added bonus, stories answer objections. No more frustration or push-back from negative prospects. And of course, stories are easy to remember, both for us and our prospect. Here are the actual stories I use, word-for-word. Join the top earners now and become a professional storyteller. Order your copy now and start enjoying some great MLM and network marketing stories to move your business forward.

*26 Instant Marketing Ideas to Build Your Network Marketing Business* Tom “Big Al” Schreiter, 2019-12-06 Are you looking for prospects for your MLM, network marketing, or any business? Would you like a presentation that rises way above the competition? Want to know what really motivates prospects to act? These marketing strategies and fascinating case studies and stories are taken from

Tom Big Al Schreiter's 40+ years experience in network marketing. Learn: \* Easy, free, and inexpensive ways to get prospects immediately. \* Powerful sound bites and micro phrases that compel prospects to act now. \* Seven magic words that build your business, and how to use them. \* Where and how to get the best prospects to come to you. \* How to keep the undivided attention of prospects so you can tell your story. \* Exactly how to add profits while you are prospecting. Why not make a profit when you advertise? \* How to see unique ways to target the best prospects and customers. \* How to get the best prospects to raise their hand and beg to do business with you. Instead of looking for prospects, spending money, and ending up with frustration and timid results, why not use these rejection-free methods to get easy presentations quickly? You will love the word-for-word exact phrases and the step-by-step easy-to-follow descriptions of what to do. Interesting stand-alone chapters that are ready to implement now. Plenty of ideas to get your creative mind thinking about your business. The greatest networkers in the world use great marketing to rise above the masses of frustrated marketers with no one to talk to. Your MLM and network marketing business depends on new prospects and a great presentation. The section on the weird reasons people are motivated will bring a smile to your face, and of course, more money in your bonus check. Network marketing is all about dealing with people. Use these techniques to stand above the competition and bring those prospects to you. Order your copy now!

**How to Build Your Network Marketing Business in 15 Minutes a Day** Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-02 Too busy to build a network marketing business? Never! Anyone can set aside 15 minutes a day to start building their financial freedom. Of course we would like to have more time, but in just 15 minutes we can change our lives forever. How can we do this? With hyper-efficient ninja tricks, shortcuts, and focus on the activities that will pay off now. Learn how to make invitations and appointments in seconds, with no rejection. Get immediate decisions from our prospects without long, boring sales presentations. Instead of chasing people, plant seeds so they will come to us. And follow-up? Easy when it is automated. And what is the best part about having the skills to build in minimal time? Now we can talk to even the busiest of prospects and assure them they can fit our business into their schedule. Never worry about the "I don't have time" objection again. Don't let a busy life stop us from building our future. Discover the skills to change our lives in just 15 minutes a day. Order your copy now!

**Feeding a Giant 2.0** Robert Crisp, 1998-01-01 This is the best book on network marketing ever! A must read and study for everyone interested in becoming a giant success in mlm.

**Big Al's Turbo MLM** Tom Schreiter, 1988

*What Smart Sponsors Do* Keith Schreiter, Tom "Big Al" Schreiter, 2020-11-27 Prospecting? Presentations? Closing? Enrolling? These are the easy steps. Now the hard work begins. Our new team members know ... nothing. They think, "What do I do first? I don't have a business plan. I only have the skills from my old profession, but not the ones I need for this new network marketing profession. Where do I start?" Here is the problem. New team members don't know what they don't know. They don't know what they should ask us. This is how they start, and yet we expect them to be successful on their own. This book shows us how we can serve our new team members better. We will learn how successful sponsors kickstart their team's success by building the strongest foundation possible. Here are just a few of our new team members' questions that we need to answer: - Which direction do I go first? - How long is "long-term?" - What if I feel unmotivated? - How can I handle resistance? - What if others tell me I made a bad decision? - How can you keep me on track? We will use the best teaching skills available - like analogies and stories - to develop successful mindsets in our new team members. Get

ready to become an awesome sponsor.

Breaking the Brain Code Keith Schreiter, Tom "Big Al" Schreiter, 2021-05-18 Will pressing the elevator button three times put it into "faster mode?" Did we break the secret elevator code? No. We all look for ways to break the "hidden codes" in our lives. Why? To better understand our world. Or maybe to discover shortcuts. It is the same when we try to understand our brains and the brains of our prospects. We wonder: - Why does my brain work against me? - What is my brain doing while I am not paying attention? - How do I break through the irrational defenses of my prospects? - What can I say to get through to prejudiced prospects? - Can I do something to change other people's minds? - How can I understand my own irrational brain? It is hard to play the game if we don't know the rules. Our brains operate in strange ways, but many of these quirks are consistent. We can learn some of these special brain rules and work with them. If we don't, we'll simply walk away muttering, "I just don't get it. Nothing makes sense." So instead of cursing the darkness, enjoy learning new and better ways to understand how we and our prospects think and act. We will smile as we learn how to deal with the 3-pound challenges inside our skulls. And the bonus? We will recognize these irrational brain rules as they play out in real life. With knowledge comes power.

**51 Ways and Places to Sponsor New Distributors** Keith Schreiter, Tom "Big Al" Schreiter, 2019-12-06 Where can you find great prospects for your network marketing business? Who are the best prospects? Where can you find groups of these prospects? And how can you attract these prospects to you and your multilevel marketing business? In this book, 51 Ways and Places To Sponsor New Distributors, you will learn the best places to find motivated people to build your team and your customer base. So instead of searching and wasting time, you can get right to the very people who want your business and products. Why 51 different ways and places? Because not everyone wants to build a business the same way. Some people are comfortable on social media. Other networkers like building in person. Or maybe you just like using the telephone from the comfort of your home. And no matter which method you prefer, other people in your group may choose another method to build their businesses. There's something for everyone. Talking to people at random is fine. But if you want to build your organization fast, you want to target your efforts directly to prospects who want your opportunity and products. Save time. Save energy. Focus on prospects who feel now is the best time for them to make a change in their lives. Whether you choose the Stair-Step Technique, the Bird Dog Technique, or a Promotion Party, you will actively fill up your calendar with great appointments for your presentations. Just pick one that is comfortable for you and start building today. Order your copy now!

How to Make Big Money in Multi-level Marketing Dave Roller, 1989 Discover how you can launch your own wealth-building enterprise sponsoring others in multi-level marketing. Includes profiles of successful sponsors representing such companies as Amway, Mary Kay, Shaklee, and others.

MLM - Crime Case? S. Ralf Carter, 2017-06-19 Poverty is impossible - at least according to all those offers flooding us daily with their promises of generous wealth without additional work. Many of those offers turn out to be Multi-Level-Marketing (MLM) opportunities. Well - either MLM has voided the limits imposed by mathematics, or MLMs are just plain fraud. Or, and that thought may come as a surprise, the offer isn't MLM at all - but simply a scam. In times when even average people on Main Street are sucked in by cryptocurrency fraudsters with buzz words like Bitcoin and BTC-Investment, when financial fantasies are running wild and bringing back memories of the late 90's tech bubble, the paradise lost for fraudsters and scammers, in such times some words of clarity seem in order. This book discusses whether you ever will be able to generate a profit with MLMs or if those constructs are more or less generally

rip-offs. Is there even a single legit pyramid scheme? The book lays out in front of you the inner workings of how MLMs are supposed to operate and why they quite frequently just don't function at all. You'll read the 7 criteria you can use to figure out if you should continue listening to your old buddy from highschool, or if you better slam the door close right in front of him. This book doesn't use generalized judgements of the everybody knows... kind; instead, it shows in detail why certain aspects are important and how you use them. All that glitters is not gold, but not everything in the trash heap is trash, either. The author is certainly not adverse to the concept of network marketing as a model. However, he has severe issues with the large numbers of dangerously negligent promoters and the related sizeable number of outright criminals, whose games need to be stopped - better sooner than later. The author also is quite clear about government being the very last institution we should look to for help - after all, these very governments are operating the largest of all ponzi schemes. The government volunteering help against fraudsters in the muddy waters of multi-level-marketing is akin to the pot calling the kettle black. Instead, the author shows how this swamp can be dried up quickly by providing compact and understandable information. Since MLMs are international in nature, discussed topics include aspects from an US as well as from an EU point of view.

*Raising a Giant* Robert Crisp,1993-03

**Big Al's** Tom Schreiter,1991-01-01

**Worthless Sponsor Jokes** Keith Schreiter,Tom "Big Al" Schreiter,2019-12-05 Want to add some humor to your next network marketing training? Need a good laugh? Want to tease your worthless sponsor? Here is a collection of worthless sponsor jokes from 25 years of the Big Al Report. These jokes are meant for fun, not to be mean. So don't share them with humor-challenged individuals. Network marketing can be enjoyable, and we can have fun making jokes along the way. The journey is the experience. Let's have a great journey. So read, laugh, and enjoy some good bedtime reading that will put a smile on your face. Order your copy now!

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