Network Marketing Leads 10

Gayle Dumez

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10 Shortcuts Into Our Prospects' Minds Keith Schreiter, Tom "Big Al" Schreiter, 2019-12-05 Caution: Our prospects make up their minds before we are ready. We have awesome facts, benefits, features, testimonials, videos, brochures, PowerPoint presentations, proof, and inspirational stories. But what happens? Our prospects decide if they want to do business with us or not, before we get to our good stuff. Why can't they wait? We can complain, or we can help them make up their minds quickly in our favor. We only have a few seconds before our prospects make their decisions. Use these seconds wisely. When we understand how our prospects make their decisions, we can address those processes early in the conversation, before they create a no decision. Of course, short is better than long. But how do we trigger our prospects' decisions in just a few seconds? Questions, indirect statements, micro-stories, analogies, and emotional programs help us navigate guickly through our prospects' brains. Why not effortlessly take the direct path to getting positive decisions? When we give up the old paradigm of prospects accumulating information, weighing the pros and cons, and processing the facts and figures to make a decision, then moving prospects forward to a positive sales decision is easy. Leave the door-to-door sales tactics of the 1980s behind. Instead, let's work with our prospects' minds to help them make great decisions. Enjoy a faster and easier way to get our prospects to make great decisions. Order your copy now!

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Breakthrough Network Marketing Strategies for the Internet Age David Vass,2008-04 Inside this book you will discover techniques that allow network marketers to build massive downlines in one year which would otherwise take 10 years. Anyone who desires to understand true marketing principles and how to apply them to your MLM business should read this book. The old tactics of nagging your family and friends are gone . welcome to the new and refreshing way of growing your business!

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Profit with Leads Monte E. Taylor, Jr., 2014-03-04 Profit With Leads is your indispensable guide –

everything you need to know and do to successfully buy, call, close, and follow up all your network marketing or home business leads – and no selling experience is necessary!A refreshingly creative "how-to workbook," Profit With Leads will teach you an easy-to-learn system, plus the exact scripts that the professionals use to insure their success when contacting prospects by phone.You Will Learn• The inside scoop on buying home business or MLM leads• How to save hours of wasted time and energy • How to easily connect and create rapport with prospects• How to separate eagles from the turkeys• How to get prospects to return your calls• How to get prospects to agree to review your presentation• How to become an "objections-handling Ninja"• How to effectively close your prospects to the next steps• How to have more fun prospecting for new businessYou'll gain powerful new skills that can quickly help you create more customers, engage new team members and experience less frustration. Have fun and be more profitable!

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