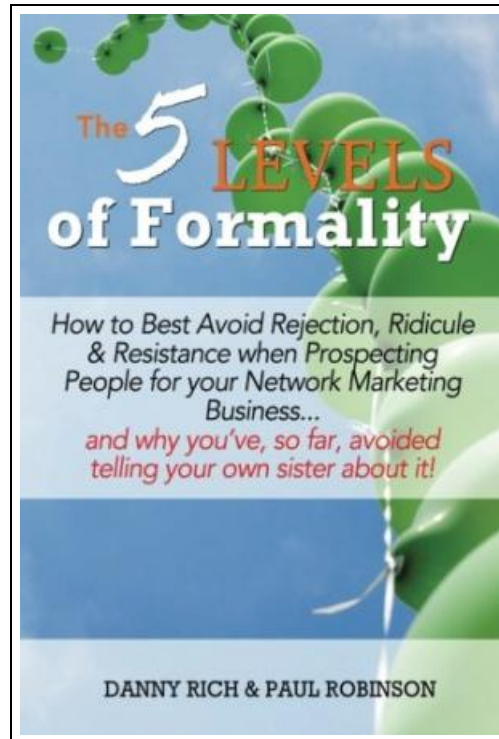


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Scaredy Cat Publishing. Paperback. Condition: New. 192 pages. Dimensions: 9.0in. x 6.0in. x 0.4in. Have you ever experienced the following A new, fired-up distributor joins your business, excited about the opportunity to change their life circumstances for the better. They get the business, they know what they have to do to make a success of it and they cant wait to get started. Equally, youre excited about your new recruit. You feel that youve finally found the one person that is going to take the business seriously, someone you can work with, someone who is going to stick around no matter what. Within a few short daysweeks, theyre no longer taking your phone calls or replying to your messages. Youre eager to catch up with them because the customers they promised to sign up never showed on your system, and the new recruits failed to materialise. What happened Where did it go wrong In the eager and enthusiastic rush to get into action with their Network Marketing business, new distributors often fall at the first hurdle and suffer rejection, ridicule and resistance because not enough forethought is put into what they are going to say to prospects before they say it. In Network Marketing, we do a fantastic job of equipping distributors with skills and systems that will help them to jump the hurdles that theyll encounter throughout their Network Marketing career; from writing their list to overcoming objections, closing techniques, presentation skills, coaching, leadership principles Indeed, we seem to have a proven system for all of these areas of the business and they work fantastically well, in the main! Strangely, for some reason, we dont seem to have any such system for helping distributors make initial sense of their contact list. By reading this book, you will learn: How, when...

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