

## Pre Closing For Network Marketing Yes Decisions Before The Presentation

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Pre-closing? " Let ' s sort it out. " We are in the " closing business. " Can you recruit 100 people in one week? The " build value " pre-close. Talking to cold leads? Two awesome sentences that make it easy. Want to sort prospects immediately? More ways to get quick decisions. The curse of the information collectors. The first decision.

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Pre-Closing for Network Marketing – BigAlBooks.com  
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Pre-closing is natural. We make a final decision to go to a movie before we see the movie. We make a final decision to go to a restaurant before we see the menu. It is the same with sales presentations. Prospects decide first if they want our business or product, before they see our facts, features and benefits.

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These 3 tips for closing in network marketing will help you get a higher percentage of closing your network marketing prospects. 3 TIPS FOR CLOSING IN NETWORK MARKETING. 1. PRE-QUALIFY THE PROSPECT IF HE ' S INTERESTED IN YOUR NETWORK MARKETING BUSINESS. 3 TIPS FOR CLOSING IN NETWORK MARKETING.

3 TIPS FOR CLOSING IN NETWORK MARKETING  
Pre-Closing for Network Marketing: "Yes" Decisions before the Presentation By: Tom 'Big Al' Schreiter , and others

No stress. No rejection. And a lot more fun. Get our prospects to make a "yes" decision immediately ... even before our presentation begins! Closing at the end of our presentations creates stress for us and our prospects. We hate the feeling of pushing for a final decision at the end of our presentation. Now we can confidently give our presentations without the pressure of trying to convince our prospects. Why? Because our prospects already want what we offer. Getting a "yes" decision first makes sense. Why would we even want to present our business or products unless our prospects wanted them first? Now our prospects will love every detail of our presentation. Pre-closing is natural. We make a final decision to go to a movie, before we see the movie. We make a final decision to go to a restaurant before we see the menu. It is the same with sales presentations. Prospects decide first if they want our business or product, before they see our facts, features and benefits, let ' s talk to prospects in a way they like. We can now get that "yes" decision first, so the rest of our presentation will be easy.

If you read the prequel to this book, Pre-Closing for Network Marketing, then you already know that prospects make decisions quickly, before our presentations. But, what happens after our presentations? What do we say? How do we conclude our transactions? How do we answer any nagging objections and move our prospects to enrolling now? This book will give us the tools and techniques to finish our presentations successfully.

Get our prospects to make a " yes " decision immediately ... even before our presentation begins! Pre-closing is natural. We make a final decision to go to a movie before we see the movie. We make a final decision to go to a restaurant before we see the menu. It is the same with sales presentations. Prospects decide first if they want our business or product, before they see our facts, features and benefits. Closing at the end of our presentations creates stress for us and our prospects. We hate the feeling of pushing for a final decision at the end of our presentation. Now we can confidently give our presentations without the pressure of trying to convince our prospects. Why? Because our prospects already want what we offer. Getting a " yes " decision first makes sense. Why would we even want to present our business or products unless our prospects wanted them first? Now our prospects will love every detail of our presentation. No stress. No rejection. And a lot more fun. So instead of selling to customers with facts, feature and benefits, let ' s talk to prospects in a way they like. We can now get that " yes " decision first, so the rest of our presentation will be easy. Scroll up now, get your copy, and get your prospects to say " yes " immediately!

Afraid of closing? That is an understatement. I used to talk with prospects on and on and on, afraid to close. I thought if I kept the conversation going long enough, they would eventually volunteer their "yes" decision. Of course, that never happened. So, in my lifelong quest to avoid rejection, I had to find new and effective closes that work. Here are 46 years' worth of our best closes. All of these closes are kind and comfortable for prospects, and rejection-free for us. Here are just a few of the closes you will learn and love: " The million-dollar close. " Managing the decision-making funnel. " Having prospects close themselves. " Removing risk and uncertainty. " Making objection-solving easy in seconds. " And of course, many strategies to quickly remove the " I need to think it over " objection. Old-school closing is old news. In today's world, prospects are over-exposed to marketing and are sales-resistant. Use these closes to help our prospects move forward and say " yes " to our offers. Not every close is perfect for every prospect. We want a variety of closes. Let ' s choose which close is best for our prospects, and most natural for us. Never be afraid of closing again. In fact, we will look forward to closing. Happy times ahead! Scroll up now and get your copy.

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 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.

Prospects make shallow, instant judgments. We want prospects to judge in our favor. Is our first sentence good enough? Our first sentence choices will interest and engage our prospects ... or turn off their confidence in us. Do our new distributors have proven first sentences that work? Do we? Are we creating new first sentences with trained formulas? What happens when our distributors don't have effective an first sentence? They stop talking to prospects. Game over. Our prospects guard their time. They give us a chance for about ... a sentence. Then, they decide to proceed with our conversation or not. Let's wov our prospects in our first few seconds. Discover many types of successful, fun first sentences in this book that get positive reactions from our prospects. We can't start with a second sentence, so our first sentence better be good. Order your copy now!

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 consistency, 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!

Paralyzed with fear? Can't get started? Never again! What if we could put our new team members into action immediately? How? With the exact words to say and the exact activities to do. In just a few minutes, our quick start instructions can help our new team members find the perfect prospects, close them, and avoid embarrassment and rejection. Our new team members have never done network marketing before. Let's shorten their learning curve while helping them get results in the first 24 hours. As with any profession, there are many skills to learn when we start a network marketing career. But, we don't have to learn them all right away. With just a few basic mindsets and phrases, our new team members can build a business while they learn their new profession. To start immediately, they need to learn how to: " Say the right words in the first 10 seconds. " Avoid rejection. " Never set off the dreaded salesman alarm. " Get others to point them to high-quality prospects who are ready to take action. " Get appointments immediately. " Give short answers to the biggest objections. " Talk about problems, not solutions. " Create better results with Level Six communication. " Follow up in minutes, not hours. " Address the five trigger points prospects use to make their final decision. Our new team members are at the peak of their enthusiasm now. Let's give them the fast-start skills to kick-start their business immediately.

Build Network Marketing Leaders Faster! Much Faster! Entire three-book leadership series by Tom 'Big Al' Schreiter and Keith Schreiter Book #1: How To Build Network Marketing Leaders Volume One: Step-by-Step Creation of MLM Professionals shows us how to locate the best leader candidates and how to groom them for leadership. Learn exactly what to say and exactly what to do to change their attitudes, their thinking, and their results. Why? Because leaders are everything in network marketing. These are the long-term producers that leverage our income. We have limited time. We can only work with a limited number of distributors. So, we must duplicate ourselves through our leaders. Ask yourself, " Do you want to be a leader? Or, do you want more leaders on your network marketing team? " 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 for them become leaders? This plan doesn ' t happen by accident. Instead of wishing and hoping for leaders, this book will give you the step-by-step activities to 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 learning process with the biggest leadership lesson of all: problems. Book #2: How To Build Network Marketing Leaders Volume Two: Activities and Lessons for MLM Leaders takes our potential leaders and expands on what they can do to grow their teams faster. 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, they 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. The earnings from developing one good leader could dwarf the monthly payout of almost any retirement plan. Book #3: Motivation, Action, Results. How Network Marketing Leaders Move Their Teams adds another 172 pages of step-by-step actions and campaigns to make our leaders the best they can be. Getting results from the team is the measurement of true leadership. (Want to motivate your network marketing team into action? We don't have to be a screaming drill instructor to get the job done. Through contests, recognition, goal-setting, fill-out forms, personal development and other motivational techniques, we can do our part to create momentum in our teams. Our new distributors need motivation to overcome the negativity of their initial prospects. Our experienced distributors need motivation when they run out of prospects to talk to. Learn the motivational values and triggers our team members have, and learn to use them wisely. By balancing internal motivation and external motivation methods, we can be more effective motivators. We can teach our team exactly what to do. However, we must motivate them to do it. Enjoy this book of case studies and examples of exactly how to be a motivating team leader. We can't do all the work ourselves. We need help. Put your team into momentum. Order The Complete Three-Volume Network Marketing Leadership Series now!

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!

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