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KEY=MARKETING - DYER MOHAMMED

FIRST SENTENCES FOR NETWORK MARKETING

HOW TO QUICKLY GET PROSPECTS ON YOUR SIDE

Attract more prospects and give more presentations with great first sentences that work.

FIRST SENTENCES FOR NETWORK MARKETING

HOW TO QUICKLY GET PROSPECTS ON YOUR SIDE

Fortune Network Publishing Inc. 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 wow 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!

YOUR FIRST YEAR IN NETWORK MARKETING

OVERCOME YOUR FEARS, EXPERIENCE SUCCESS, AND ACHIEVE YOUR DREAMS!

Three Rivers Press Offers advice on dealing with rejection, recruiting others, managing one's downline, maintaining focus and enthusiasm, conducting home meetings, and easing from a profession to full-time network marketing

HOW TO FOLLOW UP WITH YOUR NETWORK MARKETING PROSPECTS

TURN NOT NOW INTO RIGHT NOW!

Fortune Network Publishing Inc. Not every prospect joins right away. They have to think it over, review the material, or get another opinion. This is frustrating if we are afraid to follow up with prospects. What can we do to make our follow-up efforts effective and rejection-free? How do we maintain posture with skeptical prospects? What can we say to turn simple objections into easy decisions for our prospects? Procrastination stops and fear evaporates when we have the correct follow-up skills. No more dreading the telephone. Prospects will return our telephone calls. And now, we can look forward to easy, bonded conversations with prospects who love us. Prospects want a better life. They are desperately searching for: 1. Someone to follow. 2. Someone who knows where they are going. 3. Someone

who has the skills to get there. We have the opportunity to be that guiding light for our prospects. When we give our prospects instant confidence, contacting our prospects again becomes fun, both for the prospects and for us. Don't we both want a pleasant experience? Don't lose all those prospects that didn't join on your first contact. Help reassure them that you and your opportunity can make a difference in their lives. Use the techniques in this book to move your prospects forward from "Not Now" to "Right Now!" Scroll up and order your copy now!

PRE-CLOSING FOR NETWORK MARKETING

"YES" DECISIONS BEFORE THE PRESENTATION

Fortune Network Publishing Inc. 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!

THE TWO-MINUTE STORY FOR NETWORK MARKETING

CREATE THE BIG-PICTURE STORY THAT STICKS!

Fortune Network Publishing Inc. Worried about presenting your business opportunity to prospects? Here is the solution. The two-minute story is the ultimate presentation to network marketing prospects. When our prospects see the big picture, they make decisions immediately. No more "I need to think it over" objections. In less than two minutes, our prospects will move forward, ready to join. This presentation requires no flipcharts, videos, research reports, testimonials, PowerPoint slides or graphics. All it takes is a simple two-minute story that we customize for our prospects. Forget all those boring presentation information dumps of the past. Instead, let's talk to our prospects in the way they love. Prospects enjoy a short story. Telling stories reduces our stress since stories are easy to remember. Plus, this story is 100% about our prospects. That means we become instantly interesting to our prospects and they will listen to every word we say. Now our prospects can see and feel what our business means to them. Enjoy connecting with prospects with no rejection and no objections. Prospects will love how we simplify their decision to join and make it stress-free. This is so much fun that now, our entire team can't wait to talk to prospects. And for us? We will love helping prospects see what we see, so they will ask to join our business. The two-minute story is the best way to help your prospects to join. Scroll up and order your copy now!

HOW TO BUILD NETWORK MARKETING LEADERS VOLUME ONE

STEP-BY-STEP CREATION OF MLM PROFESSIONALS

Fortune Network Publishing Inc. 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!

HOW TO BUILD YOUR NETWORK MARKETING UTILITIES BUSINESS FAST

Fortune Network Publishing Inc. Do we sell phone service? Electricity? Gas? Internet? Some other essential service? Let's make our business easy. How? By learning exactly what to say and exactly what to

do. This book contains step-by-step instructions on how to get quick “yes” decisions, with no rejection. When we remove the “feeling nervous” factor, we can approach anyone. Afraid to make a call for an appointment? No problem. We can make it easy for our prospects to say “yes” by customizing what we say to the three unique types of prospects. We don’t want to say the same things to a close friend that we would say to a cold prospect. Once we have people to talk to, and they feel excited about our message, we must customize what we say for the decision steps in their brains. That is how we eliminate our prospects’ anxiety - by completing the four core steps in seconds. With clear examples of a one-minute presentation, a two-minute story, where to get great prospects, and how to handle the most common objections, this is the complete starter manual for a successful network marketing business with utilities and services. Prospects have questions. This approach naturally answers their questions before they arise. They will elevate us to “mind-reader” status and instantly connect with our message. Prepare yourself for magic conversations that put your business into momentum. Scroll up and order your copy now!

CLOSING FOR NETWORK MARKETING

GETTING PROSPECTS ACROSS THE FINISH LINE

Fortune Network Publishing Inc. 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.

HOW TO BUILD YOUR NETWORK MARKETING BUSINESS IN 15 MINUTES A DAY

FAST! EFFICIENT! AWESOME!

Fortune Network Publishing Inc. 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!

QUICK START GUIDE FOR NETWORK MARKETING

GET STARTED FAST, REJECTION-FREE!

Fortune Network Publishing Inc. 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.

THE COMPLETE THREE-VOLUME NETWORK MARKETING LEADERSHIP SERIES

Fortune Network Publishing Inc. *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!*

RETAIL SALES FOR NETWORK MARKETERS

HOW TO GET NEW CUSTOMERS FOR YOUR MLM BUSINESS

Fortune Network Publishing Inc. *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.*

THE ONE-MINUTE PRESENTATION

EXPLAIN YOUR NETWORK MARKETING BUSINESS LIKE A PRO

Where do I start? What do I say? I don't want to sound like a salesman. How can I relax my prospects? When we are untrained, giving presentations can be difficult. We don't know the real questions in the minds of our prospects. We don't know what triggers a "yes" or "no" decision. Many times, we don't even know where to start. Our fascination with information holds us back. We can't see the big picture because we are drowning in facts. And, what actually is the big picture? It is simply this: Does the prospect want to join our business or not? But what would happen if we changed our entire business presentation model? First, we learn to get presentation appointments with almost 100% of the people we talk to. Next, we learn to give our entire business presentation in less than one minute. If we could do this, how do we think our prospects will feel? Thrilled! When we can give our entire business presentation in less than one minute, many good things happen. We save time, not only for ourselves, but

for our prospect. That makes two people happy. Plus, this gives us the flexibility to give our presentation anywhere, at any time, in any circumstances. And finally, all the sales tension disappears from our prospects when they know our presentation will take only one minute. Learn to make your business grow with this efficient, focused business presentation technique.

BIG AL'S MLM SPONSORING MAGIC

HOW TO BUILD A NETWORK MARKETING TEAM QUICKLY

Fortune Network Publishing Inc. *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!*

THE FOUR COLOR PERSONALITIES FOR MLM

THE SECRET LANGUAGE FOR NETWORK MARKETING

Fortune Network Publishing Inc. *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!*

MINI-SCRIPTS FOR THE FOUR COLOR PERSONALITIES

HOW TO TALK TO OUR NETWORK MARKETING PROSPECTS

Fortune Network Publishing Inc. *The perfect prospect. The perfect presentation. And our prospect says, "No." What happened? Our prospect did not connect with or understand our presentation. Our presentation is clear to us, but our prospect understands the world differently. Yes, our prospect understands a different language. There are four different color personalities, and each of those personalities interprets our world differently. They have their own viewpoint and their own language. They make their decisions based upon their viewpoint, and the language we use to present to them has to match their personality. When we talk their language, magic happens. Our prospects understand and appreciate what we offer them. Once we have this connection, prospecting, selling, sponsoring, and presenting are easy. Learning the other color personalities' languages is easy. We simply modify our most common phrases to match their viewpoints. If our yellow personality prospect wants to serve and help the world, then why not present our opportunity from that viewpoint? It is just that easy. In this book we will quickly learn the different personalities and how to identify them. Then, we will learn proven phrases for connecting, prospecting, selling, and sponsoring for each color personality. The reactions of our prospects will be amazing. As network marketing leaders, we want to move people to*

take positive actions. Using their own color language is how we will do it.

HOW TO GET INSTANT TRUST, BELIEF, INFLUENCE AND RAPPORT!

13 WAYS TO CREATE OPEN MINDS BY TALKING TO THE SUBCONSCIOUS MIND

Fortune Network Publishing Inc. Why can't we convince others? And why won't people listen? We say great things to people. We offer great products to prospects. We share our vision and passion with others. And they don't believe us, they don't buy, and they don't share our vision and passion. We say great things, but people don't believe us or act on our message. Why? Well, we don't need more good things to say. Instead, we need to learn how to get people to believe and trust the good things we are saying already. It's not about the price. It's not about the salesman's breath. It is not about the leader's PowerPoint presentation. It is all about the magical first few seconds when we meet people. What happens? In the first few seconds, people make an instant decision to: 1. Trust us. Believe us. Or, in the first few seconds, people make an instant decision to: 2. Turn on the salesman alarm. Put on the "too good to be true" filter. Be skeptical. Look for "the catch." This decision is immediate, and unfortunately, usually final. Tom "Big Al" Schreiter shows us exactly how to build a bond of trust and belief with prospects in seconds. How? By talking directly to the decision-making part of the brain, the subconscious mind. In this book, "How To Get Instant Trust, Belief, Influence And Rapport! 13 Ways To Create Open Minds By Talking To The Subconscious Mind," we will learn easy four- and five-word micro-phrases and simple, natural techniques that you can master within seconds. Yes, this is easy to do! Our message should be inside of other people's heads, not bouncing off their foreheads. Our obligation is to get our message inside of their heads so they will have options and choices in their lives. Now, if we can't get people to trust and believe our message, then we will effectively be withholding our message from them. Use these short, easy, tested, clear techniques to build that instant rapport with other people. Then, everything else is easy. If you are a leader, a salesman, a network marketer, an influencer, a teacher, or someone who needs to communicate quickly and efficiently, this book is for you. Order your copy now!

10 SHORTCUTS INTO OUR PROSPECTS' MINDS

GET NETWORK MARKETING DECISIONS FAST

Fortune Network Publishing Inc. 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 quickly 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!

51 WAYS AND PLACES TO SPONSOR NEW DISTRIBUTORS

DISCOVER HOT PROSPECTS FOR YOUR NETWORK MARKETING BUSINESS

Fortune Network Publishing Inc. 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!

CREATE INFLUENCE

10 WAYS TO IMPRESS AND GUIDE OTHERS

Fortune Network Publishing Inc. Does anyone listen when we talk? Do we simply blend into the background? Let's change that now. Influence gives us the power to affect others and our world. Yes, we want to be heard, but what is more important than being heard? Getting others to take our advice and solutions, and apply them immediately. Few are born with influence. We must create our influence with others. But where do we start? If no one respects our opinions and ideas now, what can we do to establish our authority? We know it is possible. Others have influence. We can create our influence starting now. With ten unique strategies to choose from, we can change how the world reacts to us. Our voices will be heard. Our influence will create action. So instead of blending into the background, now we will feel the surge of excitement as others eagerly look forward to our ideas. We will be respected. We will make a difference. And we will accomplish more. Be somebody now.

HOW TO GET YOUR PROSPECT'S ATTENTION AND KEEP IT!

MAGIC PHRASES FOR NETWORK MARKETING

Fortune Network Publishing Inc. Two distributors meet the same prospect. One distributor gains a new team member. The other walks away empty-handed. What was the difference? The words they used. Certain phrases hold our prospects' attention long enough for us to deliver our sales message. Prospects have one focused thought at a time. We want that thought to be about us. The most important currency of this century? Attention. Everyone is fighting for our prospects' attention. Intrusive ads, notifications, shiny objects, constant messaging and more combine to pull our prospects' attention away from our offer. We want effective phrases for: Clearing distractions from our prospects' minds. Closing our prospects. Getting final decisions. Reading our prospect's minds. Engaging prospects during presentations. Removing rejection. Bonding with our future team members. In seconds, we can take control of our prospects' minds and deliver our concise message. Now they can fairly decide if our sales message will serve them or not. Getting attention is the easy part. Keeping that attention requires using these magic phrases to ward off distractions. The rewards are huge when we master the art of controlling attention. We deliver a great sales message and prospects hear it. Prospects are smart. They have common sense. They will gladly take action on what serves them best. Stop delivering presentations, sales messages, and benefits to prospects who are not mentally engaged. Instead, make full use of these magic phrases and become the most interesting person of the moment. Order your copy now!

START SUPERNETWORKING!

5 SIMPLE STEPS TO CREATING YOUR OWN PERSONAL NETWORKING GROUP

Fortune Network Publishing Inc. Selling is easy, when you have pre-sold prospects coming to you. Whether you are a small business, a network marketer, or a professional salesman, prospects that have been pre-sold by your personal networking group make your business easy and enjoyable. Forget cold leads, cold-calling, expensive advertising and lukewarm referrals. Leave the world of hard prospecting behind and start your own personal networking group. Have your fellow members bring new, pre-sold customer and prospects to you weekly. The best salesmen and the best business owners have strong personal networks. Our relationships are the most important lead generation tool we have. Our best long-term strategy is to build a personal networking group where we are the organizer, and the focus of all of our members. Start SuperNetworking makes this process simple with five easy steps. Step #1 is finding the best place to meet. Step #2 is how to invite your members. Step #3 is training your members to pre-sell you and your business. Step #4 is how you will set the example for your members. Step #5 is duplicating your personal networking group to expand your business. Once you have this business model in place, you will never go back to the old ways of prospecting, advertising and marketing your business again. Use these tested, clear techniques to build your personal networking group, and then everything else is easy. If you are a leader, a business owner, a salesman, a multilevel marketer, or someone who needs more leads and pre-sold prospects, this book is for you. Order your copy now!

MOTIVATION. ACTION. RESULTS.

HOW NETWORK MARKETING LEADERS MOVE THEIR TEAMS

Fortune Network Publishing Inc. 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 they know. 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. As leaders, we need to be the spark that ignites our team into action. 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. Our teams have to be in action for us to duplicate. Put your team into momentum and get results fast. Order your copy now!

HOW TO MEET NEW PEOPLE GUIDEBOOK

OVERCOME FEAR AND CONNECT NOW

Fortune Network Publishing Inc. Do you want to meet new people easily? Want to bond with new people quickly? Instantly remove fear, shyness, and rejection. Follow these little formulas for stress-free introductions and conversations with strangers. Meeting new people is easy when we can read their minds. Discover how strangers automatically size us up in seconds, using three basic standards. Once we know how and why strangers will accept us, meeting new people is easy. We can control the outcome. We don't have to be a psychologist or an outgoing superstar. All we have to do is use these little formulas to instantly bond with the new people we meet. Can we feel good about meeting new people? Absolutely. Instead of dreading that first encounter, we will look forward to meeting new people and controlling the outcome. Our fears go away when we know how to engage people successfully. The payoff for learning this skill? Think of the power we will have to create new contacts, new networks, new business, and new friends. And we can use this skill anywhere, anytime, on-demand when we need it. Make meeting new people an awesome experience. Order your copy now!

HOOKS! THE INVISIBLE SALES SUPERPOWER

Fortune Network Publishing Inc. We talk. Our prospects have a choice. #1. Continue thinking about their interesting lives, or #2. Stop what they are thinking, and listen to someone they don't care about. Ouch. We can't succeed if no one listens to our message. But how do we get prospects to pay attention to us? With hooks—strong openings that capture their curiosity. What kinds of hooks can we learn? • Curiosity hooks. • Magic phrases. • Humor hooks. • Shocking facts. • Quiz openings. • Challenges. • Story hooks and more. We want our prospects to think, "This is interesting. Please continue." We don't have to be creative. Let the simple lessons, examples, and templates in this book help us create professional hooks that work. No more presentations to people who fake their attention. No more nerve-racking encounters with uninterested prospects. Let's feel confident that we can deliver our message to attentive prospects every time.

THE ONE-MINUTE PRESENTATION

EXPLAIN YOUR NETWORK MARKETING BUSINESS LIKE A PRO

Fortune Network Publishing Inc. Where do I start? What do I say? I don't want to sound like a salesman. How can I relax my prospects? When we are untrained, giving presentations can be difficult. We don't know the real questions in the minds of our prospects. We don't know what triggers a "yes" or "no" decision. Many times, we don't even know where to start. Our fascination with information holds us back. We can't see the big picture because we are drowning in facts. And, what actually is the big picture? It is simply this: Does the prospect want to join our business or not? But what would happen if we changed our entire business presentation model? First, we learn to get presentation appointments with almost 100% of the people we talk to. Next, we learn to give our entire business presentation in less than one minute. If we could do this, how do we think our prospects will feel? Thrilled! When we can give our entire business presentation in less than one minute, many good things happen. We save time, not only for ourselves, but for our prospect. That makes two people happy. Plus, this gives us the flexibility to give our presentation anywhere, at any time, in any circumstances. And finally, all the sales tension disappears from our prospects when they know our presentation will take only one minute. Learn to make your business grow with this efficient, focused business presentation technique. Scroll up and order your copy now!

BREAKING THE BRAIN CODE

EASY LESSONS FOR YOUR NETWORK MARKETING CAREER

Fortune Network Publishing Inc. 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.

SECRETS TO MASTERING YOUR MINDSET

TAKE CONTROL OF YOUR NETWORK MARKETING CAREER

Fortune Network Publishing Inc. This is the one thing we can control. - We can change our mindsets in one second. - There is no cost. It's free to do. - The world responds, giving us better results. Instead of letting our mindsets control us, here is our chance to determine our future. Our first surprise is that nature gives us a negative mindset. We have programs that fear everything. Nature wants us to survive. Surviving is good, but achieving is great. And what about others? Can they affect our mindsets? Certainly, if we let them. This book gives us the tools to take control of our minds. Why be victims when we can be victors? Not only can we use these mindset skills for our personal success, but we can also change the mindsets of others. We can put our groups on the path to more positive outcomes and growth. What is magical about changing our mindsets? Other people can detect our mindsets and will react to them. This is how we can affect the outcomes in our lives. So even before we help others change their mindsets, our personal mindsets give us a big head start toward our goals. Why wouldn't we change our mindsets? Because we don't know how. Let's learn the precise skills to make this happen.

HOW TO GET APPOINTMENTS WITHOUT REJECTION

FILL OUR CALENDARS WITH NETWORK MARKETING PROSPECTS

Fortune Network Publishing Inc. Fear? Sweaty palms? Don't know what to say? Afraid of how others will react? Why do we avoid setting appointments? Our self-image says to us, "Don't take a chance." Motivation alone won't fix this. Our minds will come up with excuses not to set the appointment. Our sponsor yells at us, "Face the fear, and the fear will go away." Sounds easy to say, but to do? Not as easy. Appointments are part of our business. We must fix this problem. We will have to make setting appointments enjoyable. Then, our brains will work for us instead of against us. How can we make setting appointments enjoyable? First, we will learn to make appointments a passion, something we look forward to. And second? We will learn the exact words to say to avoid rejection and to reduce tension with our prospects. Let's face it. No one wants to be a pushy salesperson. We want to be a welcome addition to other people's lives. We can do this by following certain principles such as being brief, getting to the point, making it all about our prospects, and presenting our offer as a way of improving their lives. No more fear. No more feeling guilty. Instead, let's turn our negative feelings into positive momentum to get appointments fast. We want to enjoy every moment of our business. Get more appointments now. Order your copy right away.

MAKE YOUR FIRST MILLION IN NETWORK MARKETING

PROVEN TECHNIQUES YOU CAN USE TO ACHIEVE FINANCIAL SUCCESS

Simon and Schuster Network Marketing has seen a remarkable expansion of late, with entrepreneurs benefitting from an unheralded demand for their services. The authors of this book demonstrate proven techniques to achieve financial success in Network Marketing, which include: How to conduct successful business launch parties, party plans and business meetings. Breakthrough networking tips that get appointments booked. Practical advice on organising business finances, buying supplies, tracking expenses and balancing the books. Simple techniques to track customer needs, previous purchases, personality and lifestyle. There is little doubt that Network Marketing techniques will become increasingly deployed in the business world, with the advent of online business and customer-focused selling, *Make Your First Million in Network Marketing* provides all the information needed to succeed in this field.

HOW TO BUILD YOUR NETWORK MARKETING NUTRITION BUSINESS FAST

Fortune Network Publishing Inc. Do we sell nutrition products? Diet products? Other health products? Let's make our business easy. How? By learning exactly what to say and exactly what to do. This book contains step-by-step instructions on how to get quick "yes" decisions, with no rejection. When we remove the "feeling nervous" factor, we can approach anyone. Afraid to make a call for an appointment? No problem. We can make it easy for our prospects to say "yes" by customizing what we say to the three unique types of prospects. We don't want to say the same things to a close friend that we would say to a cold prospect. Once we have people to talk to, and they feel excited about our message, we must customize what we say for the decision steps in their brains. That is how we eliminate our prospects' anxiety - by completing the four core steps in seconds. With clear examples of a one-minute presentation, a two-minute story, where to get great prospects, and how to handle the most

common objections, this is the complete starter manual for a successful health and nutrition network marketing business. Prospects have questions. This approach naturally answers their questions before they arise. They will elevate us to "mind-reader" status and instantly connect with our message. Prepare yourself for magic conversations that put your business into momentum.

3 EASY HABITS FOR NETWORK MARKETING

AUTOMATE YOUR MLM SUCCESS

Fortune Network Publishing Inc. 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!

WHAT SMART SPONSORS DO

SUPERCHARGE OUR NETWORK MARKETING TEAM

Fortune Network Publishing Inc. 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.

HOW TO PROSPECT, SELL AND BUILD YOUR NETWORK MARKETING BUSINESS WITH STORIES

Fortune Network Publishing Inc. 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.

WHY YOU NEED TO START NETWORK MARKETING

HOW TO REMOVE RISK AND HAVE A BETTER LIFE

Fortune Network Publishing Inc. Network marketing makes a lot more sense when we know the facts. Discover the real reason why people around the world are adding network marketing to their lives. In this book you will learn: * Why network marketing is a natural thing for us to do. * How to present network marketing so that prospects "get it." * The real power behind our business. * Why jobs are nice, but risky ... and what we can do about it. * How to take a different view of the big picture. * Chances of failure and the absence of guarantees. * Understanding wealth ... and being broke. * The easiest way to spread your message. Short, compact, and to the point. A fast read, and a faster life-changer. Here is your chance to see what others see. Scroll up and get your copy now!

BE A NETWORK MARKETING SUPERSTAR

THE ONE BOOK YOU NEED TO MAKE MONEY THAN YOU EVER THOUGHT POSSIBLE

AMACOM As far as career opportunities go, network marketing is hard to beat. It costs almost nothing to start, allows for flexible hours, and paves the way for financial independence. Network marketing -- also known as direct selling and multi-level marketing -- has turned millions of people into successful business owners. But to truly reach their earning potential, network marketers need the right tools. *Be a Network Marketing Superstar* provides a proven 26-step program designed to help readers quickly become stars in this fast-growing and profitable industry. This powerful training manual shows readers how to: * master the six core skills of successful network marketing * sharpen their salesmanship * become more persuasive * build relationships * overcome roadblocks * radiate positive energy * find and attract quality people * be powerful coaches and mentors. With equal parts advice and inspiration, as well as helpful worksheets and exercises, this indispensable guide gives network marketers the know-how and confidence they need to join the ranks of the top moneymakers.

SPIN® -SELLING

Routledge True or false? In selling high-value products or services: 'closing' increases your chance of success; it is essential to describe the benefits of your product or service to the customer; objection handling is an important skill; open questions are more effective than closed questions. All false, says this provocative book. Neil Rackham and his team studied more than 35,000 sales calls made by 10,000 sales people in 23 countries over 12 years. Their findings revealed that many of the methods developed for selling low-value goods just don't work for major sales. Rackham went on to introduce his SPIN-Selling method. SPIN describes the whole selling process: Situation questions Problem questions Implication questions Need-payoff questions SPIN-Selling provides you with a set of simple and practical techniques which have been tried in many of today's leading companies with dramatic improvements to their sales performance.

NETWORK MARKETING SECRETS

The Hidden Funnel Strategy... That Easily Attracts The RIGHT People, Who Are SO SUPER INTERESTED In What You're Selling, They Actually Raise Their Hands And Ask You To Sign Them Up! This book will take you behind the scenes of the three funnels that have built 99% of ALL successful network marketing companies, and show you how to replicate them online with simple sales funnels. You'll be able to plug your network marketing opportunity into these funnels within just a few minutes. I'll also tell you the one step that everyone forgets. Miss this step and your funnels will never gain the momentum you need to be a top earner. Ready? Good. Me too!

WAY OF THE WOLF

STRAIGHT LINE SELLING: MASTER THE ART OF PERSUASION, INFLUENCE, AND SUCCESS

Simon and Schuster Jordan Belfort—immortalized by Leonardo DiCaprio in the hit movie *The Wolf of Wall Street*—reveals the step-by-step sales and persuasion system proven to turn anyone into a sales-closing, money-earning rock star. For the first time ever, Jordan Belfort opens his playbook and gives you access to his exclusive step-by-step system—the same system he used to create massive wealth for himself, his clients, and his sales teams. Until now this revolutionary program was only available through Jordan's \$1,997 online training. Now, in *Way of the Wolf*, Belfort is ready to unleash the power of persuasion to a whole new generation, revealing how anyone can bounce back from devastating setbacks, master the art of persuasion, and build wealth. Every technique, every strategy, and every tip has been tested and proven to work in real-life situations. Written in his own inimitable voice, *Way of the Wolf* cracks the code on how to persuade anyone to do anything, and coaches readers—regardless of age, education, or skill level—to be a master sales person, negotiator, closer, entrepreneur, or speaker.