

Secret #3,4 of Master Prospectors:
Know What Their Job is and is Not
Know What to Marry
Monday conf call 05/11/08

Period 5: Ending this Friday...Win your Cancun Trip? Get to Leadership levels? Earn new Team Bonuses? This is your chance!

Sam Caster will have a special 2-hour presentation on Tuesday, May 20th from 7-9 p.m. at the corporate office. It will be broadcast LIVE for Tuesday Night LIVE.

The book: “17 Secrets of Master Prospectors” John Kalench
Chapter 3: Know What Their Job Is

1. What is the Job of a Master Prospector?

A. Old Chinese philosophy:

When you are given a gift of great value, you are now obligated to return the favor many times over.

Pay it Forward; The Go-Giver

B. The reason they believe this so strongly is because they believe in the Law of the Universe:

What goes around, comes back around.

THE GIFT YOU HAVE BEEN GIVEN is the knowledge of tremendous products that can impact the health of the world and the tremendous business opportunity that accompanies this knowledge to provide people with financial security.

C. The Master Prospector has the job of sharing this incredible gift with everyone...not judging whether they need or want the gift. That is the job of the prospect. *Just focus on sharing.*

2. The Story of the Oysters

A. In every bucket of one hundred oysters, there are an average of 10 oysters that contain pearls. Hunting for the pearls is a lot like looking for business builders in Mannatech.

Most new distributors will pick an oyster out, open it up, and see there is no pearl inside. They then do something very interesting...they carefully place the two halves of the oyster shell back together, hold it tight and keep it warm. Then about every week

or so they open it up again to see if it's grown a pearl.
What is interesting is that *they know there are oysters with pearls in them in the bucket yet they insist on keeping that one (or more) oyster cozy and warm*, hoping that one of these days they will open it up and voila...a pearl at last.

Secret #3: Keep Shucking Oysters! "I Can"...not everyone can...so just keep finding those who see the opportunity and say "I Can"!

3. Master Prospectors share their gift they do not CONVINCEN
Share the products and the opportunity in the best possible way, and let the prospect say yes or no. Either answer your prospect gives is right. Why? Because in their mind it is right. They are the ones who need to change their mind, not you!
4. One Last Thought about the Law of the Universe
 - A. Some distributors are just negative, complainers. They seem to take every opportunity to talk to others about what is wrong with this or that. The Masters think or function differently...
 - B. You may think that the Masters just force themselves to be positive but that is not true. Master Prospectors appear positive and eternally optimistic because their thought process is conditioned to work on solutions.
5. How Do I Develop These Behaviors? Here are some action steps
 - A. Have I been doing more convincing than sorting with my prospects?
 - B. If yes, what can I do more or less of in my presentations to do more sorting and less convincing?
 - C. In reviewing my list of current prospects/new associates who are the oysters that I am keeping warm? What action steps should I take?
 - D. Do I find myself listening to negative, complaining people? If so what can I do to rise above them and effect positive changes in my life?

Chapter 4: Know What to Marry

1. Recognize all people are different.

A. Three different types of people we present to:

1) Those who really enjoyed the meeting and got tremendous value from it are one group.

These people make you feel great, make you feel like all the hard work up to that point is worth it.

2) People who needed more time to process...see what you did was introduce a new paradigm for them, and their belief system might be challenged. Or they are analysts and need to research because they need more data. Or they just have a few trust issues and need to prove your info was correct.

These people you feel just need some more time, encouragement and they will come around.

3) People who were not ready at all for what was being said. "I've heard that all before." "It does not work." "They are just trying to make money off of you."

B. This third group tries to rob you of your passion and your joy. You start wondering what is wrong with you, your presentation, doubting enters the picture. You have doubt...you speak the same words to everyone so why this reaction? **STOP IT!**

Acknowledge one thing: Always these three groups exist...there will always be a small group of naysayers who mock, complain, are negative. You just need to recognize them and see that they are doing exactly what they are supposed to do. They are in that group.

2. Does it make sense to focus you energy on what you can control instead of what you can not?

A. Then you must let these people in the third group go. The Serenity Prayer is good here.

B. Why does this third group react this way? An honoring way to react is to thank someone for showing such passion and just say "It is not for me."

So why do they do this? It is the only way they can feel in control, they can feel they are right...when in fact they are totally out of control: stuck in their need to be right, in control.

3. It takes courage to really listen to another person's ideas.

A. Why? It will challenge your current beliefs and if nothing is ever

challenged, nothing is ever changed. Change is good.

B. A negative person's comments are not about you, you are simply the messenger. It is the message they are rejecting.

C. It's not your fault if someone reacts to your message – your gift - negatively. It is probably because they lack the courage necessary to entertain the thought of change in the first place.

D. Your challenge is to see that daily...because there are millions out there ready to hear your message of hope, receive your gift and your stamina needs not be robbed by the naysayers.

4. So *Marry yourself to the quality and frequency of your message.*

A. The quality: spend time listening to your presentation, improving it, making it impactful. Be your best. Show your heart. People do not care how much you know until they see how much you care.

Count how many questions you ask your prospect. The more questions you ask, the better. Get them involved.

B. The frequency: Talk to someone everyday! Make it a habit to share your information everyday of your life.

5. Action Steps:

1. What are some of the things I can do to continually improve the quality of my presentation?

2. How many times a week am I committed to make my presentation?

3. What structure do I need to put in place in my life to ensure I meet the commitment in 2 above?