

## Natural Prospecting with Relaxed Intensity

Monday conf call 08/20/07

Mannaquest: Be in Portland for the New system kick off, New Incentive, and New Welcome Back Program

Just Call 10 Program

Power Trainings still open for next time Period

Gebauer Matter: Clarity for all

Today's call: from two great articles by Todd Falcone

"I just can't seem to sponsor anyone." Do you ever hear this? Hear yourself saying this? The main cause for it is your own mind.

1. Prospecting is truly something that can come naturally and should  
It's just a conversation ...a connection with another person.  
It is a numbers game...you have heard this before...and yes, it is a game. Some people do not like this connotation.  
Compare to Tiger Woods...he plays the game of golf, but do you think he treats his game of golf just like a game?  
It takes TIME, PRACTICE and REPETITION to become good at anything...this is no different.  
To be successful in network marketing you need to get the prospecting game down, and not let the prospecting game get you down!
2. People get in their own way...their minds play tricks on them, sabotaging head games that lead to low or no results.
  - A. How to avoid? Just step out of the way.
  - B. Do not over think and worry about what they are going to think.  
Feel confident and self-assured. Posture and attitude are critical and how do we develop them? by practicing.  
When a networker gets jammed up in a conversation, his words jumbled, it's because he is thinking too much.  
Confusion takes place. Get out of your head.
  - C. What's required is to simply let what happens happen.  
Be natural-in the moment. Drop your agenda!  
Wherever you are, BE THERE and not somewhere else in your head.

Be There Listening skills are a must.  
A free flowing conversation is exactly that...free flowing.

### 3. Relaxed Intensity versus Stressed Intensity

- A. Next time you get on the phone, take a deep breath and relax.  
No stress. No worries.
- B. Your prospect is just another living, breathing human being who has some level of dissatisfaction in her life or desire for change.  
Your job: to uncover it and show her you have a possible solution.
- C. Paranoia and Fear: they are your mind's destructive forces; rid yourself of them.  
Love is mutually exclusive of fear as is fear with love.
- D. Effective prospectors think prospecting is fun and effortless.  
They see opportunity in everything they do.  
Abundance, success and fulfillment come when you take an approach to building your business characterized by relaxed intensity: going all out in your business, giving it all you have, but doing so with a peaceful mind.

Success comes to people who work toward it, not those who stress about it.

### 4. A prospecting call becomes far easier when you clearly understand the purpose of the call.

- A. Focus and clarity are critical. Without clarity, you tend to flail about.  
So know exactly what you are trying to accomplish.
- B. Engaged in call "I am looking for someone open to an opportunity to change." Then probe and look for desires, dissatisfactions, and strong character traits. Prototype your perfect business builder.
- C. If a questions or objection comes up that you are not prepared for,
  - 1) take a deep breath
  - 2) pause
  - 3) then go with the flow

Do not try to answer something you have no answer for. Just tell the prospect that is a good question...I will get you the answer to it.

Do not talk out of fear.  
Everyday unexpected things happen and we deal with them.  
Prospecting is no different!

Think about the flow and let it go!