

## 5 Ways to Get People to Remember YOU

### Monday, April 28, 2014

- Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST [www.m5mlive.tv](http://www.m5mlive.tv). Dial 800-768-2983, Access Code 4712222# or 24/7 [www.m5mlive.com](http://www.m5mlive.com)
- Building Champions Call – Saturday 10 AM CT - 800-768-2983 – Access code 4717417#
- Mannatech Now – Tuesday - June 24<sup>th</sup> - Jason Lester 7:30 Pm CT at Mannatech Corp or Mannaterchlive.com
- MannaQuest – August 8-10 Chicago... You need to be there! Registration is open... \$69 until July 1... don't wait to register.

Article on Entrepreneur.com

1. Identify a Commonality
  - a. The fastest way to get someone to like you is to find a commonality. People trust others with whom they share a bond.
  - b. Connectedness is a must. When you find people and make conversation, ASK Questions (and listen...active listening see below). If you want to be interesting, be interested.

<b>The 4 Rules of Active Listening</b>		
1. Be Present	How?	Stay in the moment Good body language Give undivided attention
2. Be Acknowledging	How?	Good body language Feedback/summarize Verbal pauses Silence (silent = listen)
3. Be Accepting	How?	Without judgment Without prejudice Without assumptions Without statements Without personal interpretation
4. Be Curious	How?	Ask questions Be interested

- 1) Be real/not phony in your questioning  
How? Show intrigue and interest with each response versus continuous questions. Never say "Hey that's just like me..."and proceed to talk about yourself.
- 2) When find a common interest, focus on that. Again, acknowledge the connection and then fall right back into questions.
- 3) Listening creates value in you and in what you represent

## 2. Pique their interest.

- a. Intrigue is #1 reason they will agree to another meeting/phone call/ give you their information. Make sure you tap into their curiosity, or find a reason WHY they would truly want to know more.
  - 1) Know the most common questions that come up and have terrific answers. #1: "So what do you do?"  
You need a better answer than " I am a social entrepreneur". "I own my own business"  
"I specialize in providing people with residual income streams so they can truly pursue their life dreams."  
"Well you know how people are having a heck of a time making ends meet with the economy where it is? I create home based business opportunities for people to have residual income and freedom to follow the tugs on their hearts."
- b. Have an exact way to help them...health, finances, mission  
But again let the materials do the talking, only intrigue..."you know you mentioned that health problem...well I work with some patented breakthrough technology in natural healing that might be the answer you are looking for."
- c. Make your story of how you got to where you are memorable. Get personal and share something unique about you. Keep it short.

## 3. Develop a signature style

- a. Who are you? What makes you special?
- b. What hair cut truly is YOU?
- c. What kind of jewelry/clothes would set you apart?  
Be a person to remember from your personal style.
- d. Dress for success...first impressions are so hard to overcome.  
Choose to look like a friendly and attractive person: open, natural, friendly, outgoing and clean.

## 4. Ask a Lot of Questions

- a. People love to talk about themselves.
- b. Focus on others is a mainstay of our business and it starts on day one.

- c. Discovery allows you to contribute in their lives in more ways than one.
- d. Make sure questions are thoughtful and interesting...where is your list?

5. Find a reason to follow up

- a. Share the Mannatech experience if you get the chance  
"Can I send you a few things to look at? I am always looking for new partners but especially looking for people like you who have common interests."
- b. See if there is something here that can cause the two of you to reconnect (if Mannatech or lead in to Mannatech does not happen).
  - 1) If you love art..."You know there is an art fair at the convention center this Saturday are you interested in attending?"
  - 2) "I have read a great book on that called >>>>>, If you are interested I could drop it in the mail."
  - 3) "Hey let's reconnect sometime...I enjoyed our conversation. Are you free for lunch next week?"