

5 Ways to get Your Prospect's Attention with Proper Posture

August 1, 2016

- Next DFW Monthly Saturday Business Training is August 6th at Corporate Offices at 9 AM – 12 PM and www.mannatechlive.com
- The next “Tuesday Night Live” at Corporate Office is August 9th at 7:30 PM with CEO and President Al Bala
- Review of Social Media Bootcamp

Article in Networking Times by Simon Chan

Sometimes we get the feeling that we just can't seem to get people interested in our business opportunity/products. If you are desperate or come across as needy, the prospect may not pay attention to you. Think of your own impression: if a friend is needy and always asking for things, you ignore it.

5 Posture points:

1. Be Confident

a. Does not matter what you feel like.

It is about your vision of success and the confidence you display.

When you see that Mannatech has paid over 200 people over \$1 million (some \$10 million), how did they sign all those people up?

Where did they find all those people? A-Ha moment: all of those people could have been in YOUR downline.

b. What are you wasting your time on?

“Poor” Prospects...define that:

Trying to motivate downline who are “toying” with the business?

c. When you read the stories in Networking Times, all of those super stars were open to opportunity and ready for someone to sign them up. The next superstar could be right there in front of you.

d. There are billions of people in this world for you to talk to...but you have to talk to them!

e. Share Ty Trimble's language from this weekend...

2. You Don't Need Them

a. Author's favorite definition of posture: “You don't need them; they need you.”

You have the best products, and a terrific business opportunity...all that can change someone's life. Your prospect needs you!

b. You will never run out of prospects.

c. Shift your mindset...

d. The Ray Higdon takeaway: “This may not be for you. Hey, if you know of anyone interested in earning money and getting a step by step process to do it just let me know.”

3. Reject them before they reject you

a. If prospect is giving you a hard time, “this doesn’t seem to be a fit for you. Hey, let me know if you can think of anyone who wants to make some money and get a step by step process to do it.”

or

“I hope you won’t be offended, but you don’t seem to be the person we are looking for.. Maybe we can be in touch and things will change 3-6 months from now.”

b. Every bad prospect is stealing your time away from a good prospect. Funny as it sounds, the minute you reject a prospect, they may start paying a lot more attention to you. Why? People generally don’t like things taken away from them.

4. Don’t talk too much

a. When you talk too much, you sound needy and nagging. You also look like you need to convince someone (desperate) versus them deciding.

b. The more you talk, the more desperate you look.

You let presentations drag on (when you need to let the materials do the talking).

Never hang on the phone until the prospect commits.

c. When you speak less, this leads to the last way to get prospects to pay attention to you.

d. When they talk, you have the opportunity to shape the opportunity to meet their needs/to look perfect for them.

5. Always be in a Hurry

a. Desperate distributors make themselves available all the time.

b. Bad...because people are buying YOU. They make assumptions about you as they have little to go on.

c. People like and want to join successful people.

Successful people are always busy because they’re always doing the actions that make them successful.