

"Asking the Right Questions: Be Prepared"

Monday July 12, 2010

Empact: New study, and new product with NO CREATINE Give for Real Roadshow..."What If..." flyers available on www.mannatrain.net/other_documents.html

Patent litigation victories

ISKA: announcement and restrictions

Bilingual Spanish Webinar tonight at 8 Pm CST

www.livemeeting.com/cc/mannatech/join?id=Spanish+Webinar&role=attend

For audio dial: 1 (712) 432-0443 Participant code: 6098545

Branson, MO – August 6-7 – Don't miss Dr. Ben Carson

MannaQuest – Sept 10-12 Chicago, IL

"The Art of Conversation" an article by Dr. Ivan Misner, Chairman and founder of BNI

1. Social Capital:

- a. It is the international currency of business networking
- b. It is accumulated by providing help, advice, information, referrals, and other benefits to fellow networkers with no thought of quid pro quo. It is at the foundation of wealth creation.
- c. Through history, social capital occurred in small villages naturally. With the growth of population and people moving to big cities, the sense of community and thus, social capital diminished.
- d. Misner's newest book, "Networking like a Pro: Turning Contacts into Connections"...helping others through networking, so you become a valuable resource others want to help whenever the opportunity arises.

2. Successful Networking begins the first time you meet a person, and is dependent on you cultivating and maintaining strong relationships.

- a. Most sure way to ruin a relationship: bore the person by talking about yourself.
- b. Alternative: get them to talk about themselves.
- c. Goal: to make yourself memorable without talking about yourself.

Method: ASK THE RIGHT QUESTIONS

3. FIVE critical questions to make you stand out:

- a. ***"What do you like best about what you do?"***

Focuses on positive so not just asking what they do.
More expansive and raises the mood of the person asked.
Also, opens the door for more interesting conversation about the other person's business, likes, dislikes, professional experience.
They will eventually want to ask you the same question so be prepared.
"What I love most is the fact that being a social entrepreneur allows me to actively pursue a huge global problem by tapping into private citizens in an extraordinary way. The target issue I have chosen is something everyone is passionate about: the number one killer of children worldwide (5 million per year)...malnutrition."

b. ***"You mentioned that you were in (industry). What got you started in that direction?"***

Gives the other person the chance to discuss his goals and desires and to look favorably upon the asker.

When you learn these things, you will begin to ways that you might refer other people to him for specialized products or services.

c. ***"Where (else) do you usually network?"***

This question helps to take the conversation to a common ground.
This is also a good question after the awkward introduction period.
You can provide relevant information to your new contact.

d. ***"What are some of your biggest challenges?"***

This is a great question to use toward the end of the conversation.
It allows you to find out about the person's passion and motivation for being in their business, as well as unique contribution he is making to his profession.

e. ***"How can I help you?"***

If you believe in the principle of "Givers Gain," it is a question coming naturally because you have adopted the mindset of serving others without regard to getting something in immediate return.

Everyone has a story...make it your job to find out what it is. Asking the right questions is about earning trust and gaining rapport with your new contact. Ask questions that make the person comfortable talking to you, building trust, then wanting to help you at any opportune time.