

Closing: What Is Holding you Back?
Monday Call, November 20, 2006

Phyтомatrix: What are you doing?

New Incentive: Get ready

End of year...use it to explode your business; people spend freely this time of year

Christmas Pack: Duplipack to carry...Health and Wealth, 2 CD set

Mannafest Tickets early bird price ends Dec. 1

Pathway to Presidential Class...starting in January

13 Reasons Why people Fail to Close/Have a Hard Time Closing:

1. We do not want to be viewed as pushy
 - a. Why are you pushy? Whose view is that/
Why is focusing on others pushy?
Why is trying to support this mission pushy?
 - b. If you are not bold, how do you expect to impact lives?
2. We are afraid of saying the wrong thing
 - a. You can never say the wrong thing when you speak from the heart
 - b. People don't care how much you know until they know how much you care.
3. We are afraid we did not cover everything
 - a. What determines how much you need to share?
 - b. Why are you not listening?
 - c. Get off your agenda; listen to their needs and show how to fulfill
4. We do not know when to start closing
 - a. Start from the get-go
 - b. Talk about lifestyle change right out of the box
5. We are not sure the person is ready
 - a. Ask!
 - b. "Is there anything that would hold you back from getting started?"
6. We are not sure we have done enough to get the All Star pack versus just a \$99 pack

- a. Usually takes more time to get someone to invest \$1200, so need more leeway than for a \$99. Show some patience.
 - b. I recommend you involve the spouse always for an All Star pack
7. We are afraid of the “No”, rejection
- a. “Feel the fear and do it anyway” Susan Jeffers
 - b. Acknowledge that they are not rejecting you!
 - c. Acknowledge that they have a choice; some people make bad choices
8. We are afraid that as we push to close, we will not be able to respond to the objections that might generate
- a. Be prepared! Listen to the Objection call on Mannatrain, download the outline, and get a team together to answer every objection.
9. We do not want to sound like we are in a convincing mode
- a. “Our job is not to convince someone of this opportunity, but rather to find those who when they see this opportunity, are willing to do something about it!”
10. We have a hard time convincing people to get on auto order after they get started
- a. Automatic orders are automatic
 - b. Talk about life style change not selling products!
 - c. Make it a must; do not sign them up without one.
11. We over analyze what is necessary...there is so much info; we’re not sure
- a. Keep it simple, _____!
 - b. Listen to them; NEVER and I mean NEVER ask them if they need more information. Hold them capable to ask if they do. Once they ask, ask them what kind of info? Make them be specific before you make any further investment.
12. We are not sure where to place them once signed up
- a. Hard to believe but yes, this is a major concern by a lot of associates
 - b. My basic structure: 2 who get 2 until meet three criteria
 - c. Strategies for further placement:
 - 1) Geography

- 2) Teams
- 3) Support your people depending on their quadrants
- 4) Quit trying to make everyone be everything to everyone

13. We have a problem with motives...in that when we close someone, they are paying money and we know some people have not benefited from the products so there is this ethical pull...

- a. Why are you making this all about their results?
- b. Why are you placing all the responsibility for their health on the Mtech products?
- c. Why are you not stepping into being a Wellness Professional, a Health Lifestyle Coach, instead of a supplement salesman?