

Secret #11, 12 of Master Prospectors:
Master Prospectors Have 250
Pound Friends, They Live in the Future
Monday conf call 06/23/08

PUP next week

Marketing support for home meetings: Globalwellnessnow.net

The book: “17 Secrets of Master Prospectors” John Kalench

Master Secret 11: Master Prospectors Have 250 Pound Friends

1. Most Networkers feel their phone weighs 250 pounds
 - A. If you want to be a Master Prospector, you need to make your phone your friend.
 - B. This is a people business, so get out of your own way with all your programs around sharing the business.
 - C. There are no strangers in life; only friends who you never met before.

2. How to solve your problem on your commitment to phone prospecting (which includes initial calls, follow ups, closing, etc.)
 - A. Use a DO NOT DISTURB sign.
When you sit down to call, eliminate all other distractions.
We tend to invite distractions...in other words we look for five hundred other things to do except get on the phone.
 - B. Put your mind on “hold.”
Your mind chatters to you...tells you why you can not do it.
Why the person is going to say no, why they will not like you.
Quit listening to that little pusillanimous voice! You are not your busy little mind. Did you ever think that you are greater than that...your mind is just filled with mixed messages that confuse you if you listen. See latest Network Marketing Times.
 - C. Call waiting: this is the worst, rudest add on to the phone system today. It creates interruptions in your phone conversations; it is annoying to most everyone.
It also destroys your ability to stay with your momentum in any conversation.
 - D. Organization and Preparation
Master Prospectors as masters of organization...they create

systems and support structure that handles all their business every day.

- 1) Have a system to organize and track your prospects
There are numbers of ways to do that: 3 X 5 card box
With two indexes, ACT or other software for your computer, Outlook Express, Monthly Contact Manager Form, whatever...
- 2) Phone Scripts: these are not just for beginners; Master Prospectors also use them. Look at the Lead Programs, the Wellness Get-Togethers, etc. Use some scripts to start...then after developing some expertise and getting very used to it, shift to just having outlines.
Gives you words to use, how to put them together, makes sure you cover all that you want to cover, etc.

E. Change your environment

Surround yourself with motivational statements, pictures, etc. Dream boards are great, single statements out of Jim Rohn's materials will work wonders on changing a bad attitude; a mirror is a powerful tool to have in front of you as you make calls. Seeing yourself as others see you will bring a new dimension to your phone skills.
Also, you need to equip your office (not kitchen table) with comfortable and attractive furniture you can acquire.
Enjoy your place of business!

F. Limit the time of your calls

Some of us stay on calls for 1 hour! Limiting the length of your calls to 3-5 minutes (no more than 10 minutes) will increase your efficiency as well as your success. Be cognizant of the fact that there are some prospects who may be empowered by a 20 minute call...BUT always be aware of the time...IT IS THE ONLY LIMITED ASSET YOU HAVE.

3. Action Step:

- A. What steps are you going to take to improve your phone presence?
- B. What are you committed to doing to improve your working environment?

Master Secret 12: Master Prospectors Live in the Future Today

1. Technology changes rapidly.

Today, 80% of what we use daily was not even in existence when we

were born.

What used to take us fifty years to change, now takes five.

2. Network marketing: one of the most technologically advanced industries in the world...and the ability to change on the drop of a hat!

Use of internet in unlimited ways: shopping, prospecting, etc.

Use of all technologies in communications as soon as they arrive: teleconferences, internet conferences, skype, Iphones, Balckberrys, etc.

Vehicles for transferring info: videos, online prospecting, auto responder, blogs, My Space, etc.

Satellite training, projecting Tuesday night Meetings from Mannatech, Netmeetings,

Tracking technologies, global seamless downlines

3. Read "The Next Millionaires" by Paul Zane Pilzer

Those who will become millionaires need to take advantage of the newest breakthroughs to make the difference...that is the internet.

We have barely scratched the surface in using it.

Action Step: What forms of technology are you going to research, invest in and implement in your networking business to achieve greater results for your business?
