

What Will REALLY Inspire People To Look At Your Solutions? And Review of New System

Monday Call, November 30, 2009

- Live Life to the Fullest Prospecting Webinar every Monday at 8 PM CST - <https://www2.gotomeeting.com/register/490712259> or go to www.mannatrain.net and click on the link on home page.
- Merri-jo Presenting at Tuesday at Mannatech Corp offices 7:30 PM CST <http://www.mannatechlive.com>

1. A main cause of objections and rejection is telling your story or presenting your solutions too early.
 - a. I've noticed that many network marketers typically fall into this trap when the person they're speaking with says something like...
 - "I wish I had more money."
 - "My daughter has lupus."That's usually a cue to rush in and present a solution. Unfortunately, the result is usually indifference at best, and objections and rejection all too often.
 - b. Why would this be? After all, it seems pretty clear that the other person has a need! The problem is that the real need is not being addressed.
2. Outer logical need versus the deeper emotional need.
 - a. It's just a fact. The problem is that facts on their own have very little power to internally inspire people to change. So if you immediately respond to this logical fact, you'll meet resistance 99 times out of 100.
 - b. What motivates someone to change are the deeper emotional reasons that lie behind the factual statements.
 - c. So, how do you uncover those? Well, by asking the right kinds of questions!
 - "How long has not having money been a problem for you?" (Needs Awareness Question)
 - "What does not having the funds prevent you from doing or having?" (Needs Development Question)
 - "How would having more money make your life different?" (Needs Development Question)

"Is that important to you?" (Qualifying Question)

"How would that make you feel if you could do that?" (Needs Development Question)

What you're doing is asking the questions that the other person would have asked themselves if they had known what to ask before getting stuck in their present situation! And by doing so, you're uncovering their real needs.

Remember, people make decisions based mostly on feelings not on logic.

3. Back to "The Momentum Action Plan" Answer Questions

a. Have you visited <http://map.mannatech.com>?

b. Using the Forms...you must use them to make them work for you

c. Doing what you just don't feel like doing...talk to everyone; get out and make contacts. Perfect the 4 Basics:

#1: Names List:

#2: Contact and Invite

#3: Show the Plan/the Products

#4: Follow Up/Let's get Started (Close!)