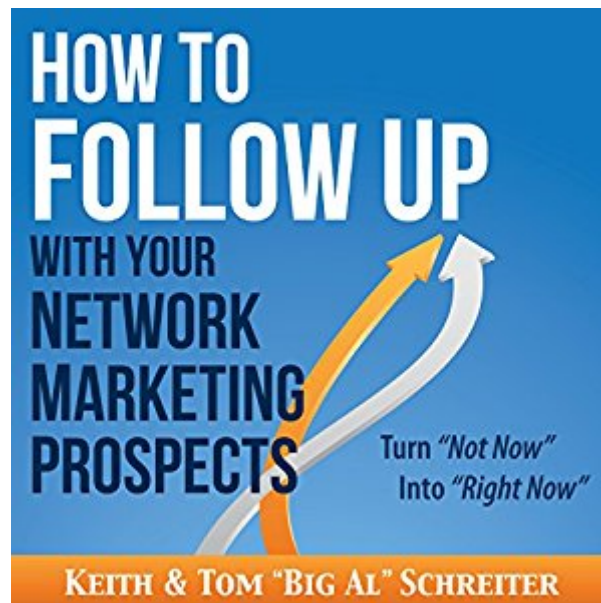




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How To Follow Up With Your Network Marketing Prospects: Turn Not Now Into Right Now!



Synopsis

Not every prospect joins right away. They have to think it over, review the material, or get another opinion. This is frustrating if we are afraid to follow up with prospects. What can we do to make our follow-up efforts effective and rejection free? How do we maintain posture with skeptical prospects? What can we say to turn simple objections into easy decisions for our prospects? Procrastination stops and fear evaporates when we have the correct follow-up skills. No more dreading the telephone. Prospects will return our telephone calls. And now we can look forward to easy, bonded conversations with prospects who love us. Prospects want better lives. They are desperately searching for: Someone to follow Someone who knows where they are going Someone who has the skills to get there We have the opportunity to be that guiding light for our prospects. When we give our prospects instant confidence, contacting our prospects again becomes fun for both sides. Don't lose all those prospects who didn't join on your first contact. Help reassure them that you and your opportunity can make a difference in their lives. Use the techniques in this book to move your prospects forward from "not now" to "right now"!

Book Information

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Customer Reviews

When two of the most successful entrepreneurs in the relationship marketing business share ideas on the biggest mistake being made in the profession, it's time to pay attention. We've all heard the fortune is in the follow up, but Tom and Keith give us ideas on how to improve the process. This is a book you will read again and again.

Big Al's books and audios are great! His newest one one followup is what every person who wants to grow their MLM business needs. This easy to read book provides practical, concrete, easy to do, "what to's" and more importantly "how to's" . As many of us have heard before "the gold is in the follow up". This great little book tells us specifically how to make that a part of our business building skill set.

We have heard many times that the fortune is in the follow up but most of us don't follow up or don't follow up after the first time. This book gave me the mindset(how to think) when following up with potential business partners and customers. I am so grateful for this book, it probably is the only one I have found so far on How to follow up. My opinion: It would be more powerful if it had a action system for following up.

Not good at all. The ideas are more used cars salesman quality. Not anything I'd ever use. How does this have 5 stars?

This is another great book by Tom. If you are struggling with how to follow up with people, or some ideas on how to plant a seed in someone's mind to take another look at your business, then you will really want to read this book. Thank you Tom!

Great information in this book! Must read for NM'ers.

Nice easy read. Plenty of pointers with examples on verbiage.

Great information and tips to follow up with clients! Fresh ideas

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