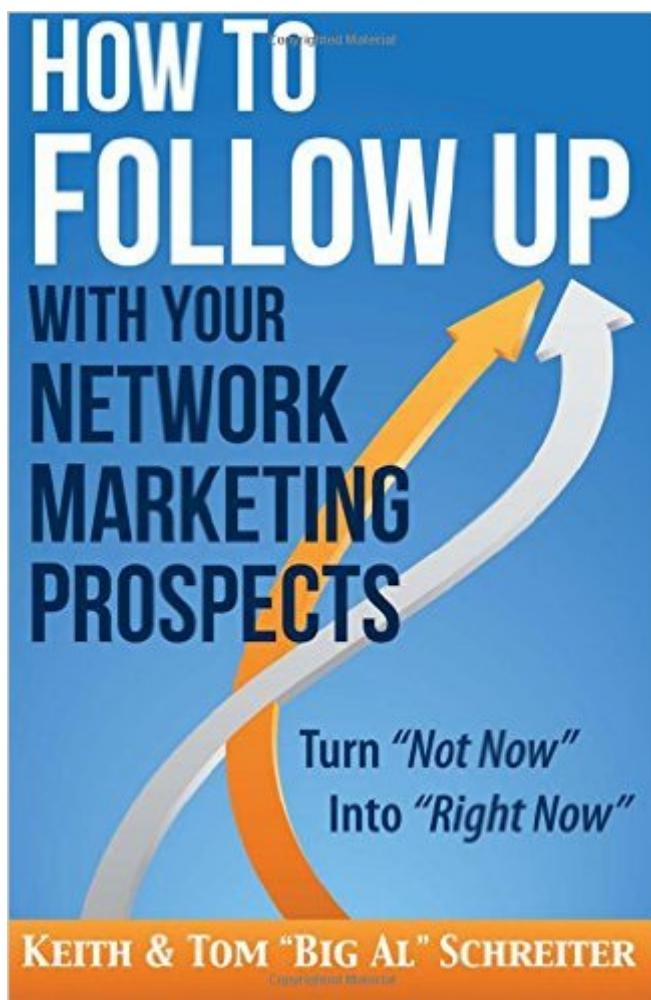


The book was found

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 a better life. They are desperately searching for: 1. Someone to follow. 2. Someone who knows where they are going. 3. 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, both for the prospects and for us. Don't we both want a pleasant experience? Don't lose all those prospects that 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

Paperback: 108 pages

Publisher: Fortune Network Publishing; 1 edition (July 18, 2015)

Language: English

ISBN-10: 1892366428

ISBN-13: 978-1892366429

Product Dimensions: 5.5 x 0.2 x 8.5 inches

Shipping Weight: 6.9 ounces (View shipping rates and policies)

Average Customer Review: 4.8 out of 5 stars [See all reviews](#) (94 customer reviews)

Best Sellers Rank: #117,117 in Books (See Top 100 in Books) #93 in [Books > Business & Money > Marketing & Sales > Marketing > Multilevel](#)

Customer Reviews

Follow up skills? Great idea. If new distributors don't have enough skills to enroll new prospects on the first visit, well, they probably won't have enough follow up skills to do the job either. Like how the techniques in the book prepare the distributor to start closing with no rejection. They will like having the exact things to say. Everyone thinks that the sale ends once you get a Yes! But that's just the beginning of the relationship. The better you follow up, the bigger your business!

Big Al done it again! If you are looking for simple rejection free way to follow up with your prospect, this is the book that you want to pick up. Not only this book shared strategy, it also tell you the psychology behind it so you can better understand and apply to your business.

Ever feel like you really messed up when following up with your prospect? Ever felt like you were the 'chaser' instead of the 'chase-e'? Don't know what to say? I think we all probably have, maybe even to the point that we quit following up. Keith and "Big Al's" latest book on "How to Follow Up with the Network Marketing Prospects: Turn Not Now into Right Now" is the perfect book once you realize that everything else you've been taught just didn't work. This is another masterpiece for those who want to be a professional in the business of Network Marketing.

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.

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!

Excellent information on how to follow-up repeatedly with prospect until they're ready to say "Yes" in a supportive manner while at the same time building and strengthening a excellent relationship with the prospect. "Sponsoring is not a one time sale." From Day 1 need to be building a good working relationship, based on mutual respect and care.

Great advice for the beginner or seasoned MLM Entrepreneur. Big AL is spot on with his methods

for recruiting people into your business opportunity. You can't help but succeed if you follow his instructions.

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