Questions are the Answer,
How to get a yes in network marketing.

Presented by Phil Dorroll, Diamond Executive

Five Golden Rules for Success

- Success is a game: The more you play the more times you win, the more you win the more successfully you will play.

- Rule # 1 - See more people.

- Rule # 2 - See more people! Keep calling, talk to everyone!

- Rule # 3 - See more people! It's not the prospects you didn't convince but it is the prospects you didn't talk to.

- Rule # 4 - Law of averages governs the success of every activity in life.

- Rule # 5 - Improve your averages.
How to get to yes!
Four Keys to Success in Network Marketing

• Key 1: Melt the ice. FORM!

• Key 2: Find the hot spot. PMF primary motivating factor. “to make a gain” or “avoid a pain”. This is the most important key. It is where they confess their dreams, hopes, fears, frustrations...listen! People buy NM for 9 main reasons: extra income, financial freedom, own business, spare time, personal growth, help others, meet new people, legacy. Remember that not everyone’s reason for getting involved will be the same as yours. Find out what it is.

FIVE SOLID GOLD QUESTIONS

1. What is your number one priority?
2. Why did you pick that one?
3. Why is that important to you?
4. What are the consequences of not having that opportunity?
5. Why would that worry you?

• the power of silence...after asking a question remain silent, let them finish the answer to the question

• Separating the sheep from the goats, you may not want your prospect in your business after asking the 5 questions.

• Key # 3 - Press the hot button

• Key # 4 - Get a commitment, ask them to join you today!

• Derived from the book ‘Questions Are The Answers, Getting to Yes in Network Marketing’ by Allan Pease