General conversation starters

* “You know, we are not too old yet. Do you think we have a chance to do something more than this for the rest of our lives?”

Most people haven’t given up on life yet. This is their chance to raise their hands and tell us that they believe and want a better future.

* “You and I love coffee. What if we did something great so that we could have coffee anywhere or anytime we wanted?”

Now, who could resist this opening? Let the conversation begin.

* “You know, most airline pilots have part-time businesses. Wonder why?”

Prospects think, “Hey! Pilots make a lot of money. So I wonder why they have part-time businesses on the side. I am curious. Tell me more.”

* “When I went to lunch today, I saw people at the mall just shopping. They didn’t have to go to work. They didn’t have jobs. I want to be one of them.”

This is a true observation. Can’t argue with this fact. Makes our prospects wonder if they could eventually be one of those shoppers who didn’t have to be at a job.

* “I am collecting ideas on how to retire early. Got any?”

Ha! Ha! We know the answer. They don’t have a plan so they will ask us what we have found so far.

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One person

We are not only sponsoring the person we meet, but we also earn the right to access all of that person's contacts.

One new person could change our lives.

Remember, McDonald's didn't start off with all those restaurants. They started off with just one.

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| **“I have a job … and nothing else.”** |
| Ouch. My prospect felt worried. He gambled his entire future, 100% of his family’s income, on a job that he didn’t control.  He knew he couldn’t control if his company did well or would go bankrupt. He knew he was at the mercy of the daily mood swings of his boss.  So how did my prospect feel about the risk of starting his own part-time business?  Great!!! Finally, something he could control. |

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| |  |  | | --- | --- | | |  | | --- | | Pre-closing is a great way to open our prospects’ minds and make them think.  Here is an example from our book.  “Who do you think cares how much is in our savings account ten years from now?”  Say this, and then wait. Don’t break the silence. Allow our prospects to mentally see how few people care about their situation.  This helps our prospects overcome the “I wonder what other people will think about me?” objection that nags them from the back of their minds. | | |

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| **Donuts are a gateway drug to deep-dish pizza** |
| And reading personal development books is a gateway drug to becoming a successful network marketer.    What are you reading now? And if not reading now, why not? |