

The Survey

A Prospecting and Vetting Tool

Objective:

We are all in the business of network marketing, and our priority is to professionalise our efforts to attract people who want real solutions to life's challenges.

The Questions:

1. Are you familiar with network marketing?
2. What is your belief or what do you know about network marketing?
3. Have you been a part of any network marketing companies or do you know anyone who has?
4. Some of the most successful people I know are network marketers. I'm making a career out of it myself and have incredible mentors. Would you be open to exploring possibilities and discussing how network marketing could impact you and your family also?

Now set the appointment and show them 'The Plan'

Conduct 'The Survey' at least 1-2 times daily.

FAQ:

1. What if someone says they aren't familiar with network marketing?
 - a. Response: What is something you spend time wishing for or thinking about? (let them respond)... Network marketing is the vehicle to help you achieve that faster.
2. What if someone is negative about his or her previous experience?
 - a. Response: Are you willing to consider that it had nothing to do with the company and everything to do with leadership?