

Sharing Your Opportunity With The Right Heart

Many people funk to understand that network marketing is a business that is about sharing and training. If you want to make big money in it, the key is in this line the outstanding leader is the outstanding server.

No one escalates to the top without the support of their downlines. Therefore, if you want to escalate up, it is via people lifting you up, not by stepping on top of them like in the corporate ladder. That's why it is very significant for you to start by sharing your opportunity with the true heart. Many people "run away" from network marketers who are prospecting them as they are petrified of the enrolling progress. The part about sitting people down, showing them to plan and the unending follow up calls intended to hunt down the prospect relentlessly? those old school sales and enrolling tactics are ineffective as of one thing ? the prospect perceives you to be a sleazy sales person only out to get your hands into their pocket or their wallets.

This has to stop as if you do not share with the correct intention to assist your prospect, they will run away quicker than you can say the word "sign up".

So how do you connect with your prospect? How can you spot the correct "hot button"?

Firstly, you must learn to be a good listener. Being a good listener is not just about saying a lot of "yes" and "Um hmm" to all the things they are saying about their lives. It is all about empathy. In essence, you really got to be a confidant as opposed to a sales person. Business opportunities are just business transactions but the core of the business is about the heart. Do not place your business deals before your prospects' or downlines' welfare.

Next, if you want to share properly, do not try and go for the speed kill in order to make the sale. Network marketing is not about a hit and run, it is about setting up a long term business and it is not uncommon to look for people getting their best downlines one or two years after prospecting them and following up with them.

Lastly, if you want to assist people, you must not build your network marketing business as though it is your only origin of income. The cause of greed begins with desperation so take your time with your business. If you rely on it as your sole origin of income, all your prospects will look like dollar signs to you.