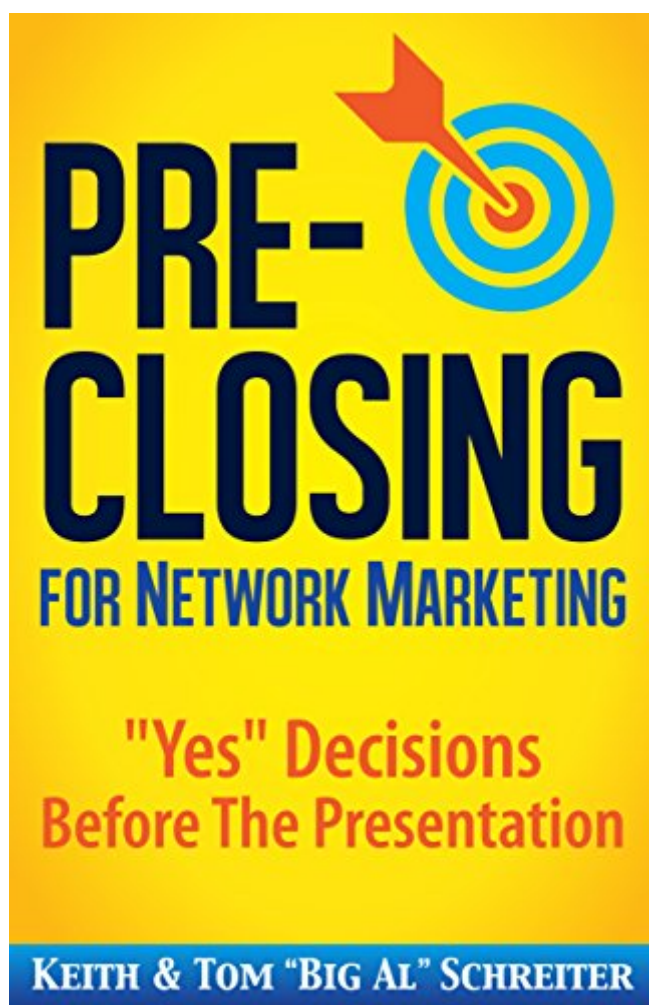The book was found

Pre-Closing For Network Marketing: "Yes" Decisions Before The Presentation

Synopsis

Get our prospects to make a Ã¢â ¬Å"yesÃ¢â ¬Â• decision immediately ... even before our presentation begins!Pre-closing is natural. We make a final decision to go to a movie before we see the movie. We make a final decision to go to a restaurant before we see the menu. It is the same with sales presentations. Prospects decide first if they want our business or product, before they see our facts, features and benefits.Closing at the end of our presentations creates stress for us and our prospects. We hate the feeling of pushing for a final decision at the end of our presentation. Now we can confidently give our presentations without the pressure of trying to convince our prospects. Why? Because our prospects already want what we offer.Getting a Ã¢â ¬Å"yesÃ¢â ¬Â• decision first makes sense. Why would we even want to present our business or products unless our prospects wanted them first? Now our prospects will love every detail of our presentation.No stress. No rejection. And a lot more fun.So instead of selling to customers with facts, feature and benefits, letÃ¢â ¬â„¢s talk to prospects in a way they like. We can now get that Ã¢â ¬Å"yesÃ¢â ¬Â• decision first, so the rest of our presentation will be easy.Scroll up now, get your copy, and get your prospects to say Ã¢â ¬Å"yesÃ¢â ¬Â• immediately!

Book Information

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Customer Reviews

This is another valuable book from Tom & Keith for marketers.Why waste your time with a full
presentation and find out at the end the prospect doesn't need your product? Tom & Keith show you
how to close at the start and save time when the answer is no.They also show how to avoid certain
uncomfortable responses from your prospects.

Short , concise, easy to read. Lots of ideas. Excited to use what I've learned! Shared this with my
team.

From start to finish in reading this book, I have learned how to phrase my questions. The answers to
those questions tell me to stop and end the conversation, or to schedule a presentation. This is an
easy read, but loaded with mountains of great information.

These are the diamond nuggets you need in which to communicate your message with other
people. There are plenty of real world examples for almost any situation. Highly recommended!

Great source for anyone in any marketing, sales, and working with customers.

A "Must Read Book" again! The new book of Keith and Tom contains a full guide of sentences and
scenarios, for those who want a prospect to be "closed" before the core presentation begins! Thank
you for this valuable INFO!!

Being somewhat new to MLM and not having had much success in the past two years, this book
provides great conversation starters and short phrases to use. I look forward to mastering a few of
them to try!

Thank you Keith and Big Al for sharing you wisdom. Keep up the amazing work. Never learn how to
quit

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