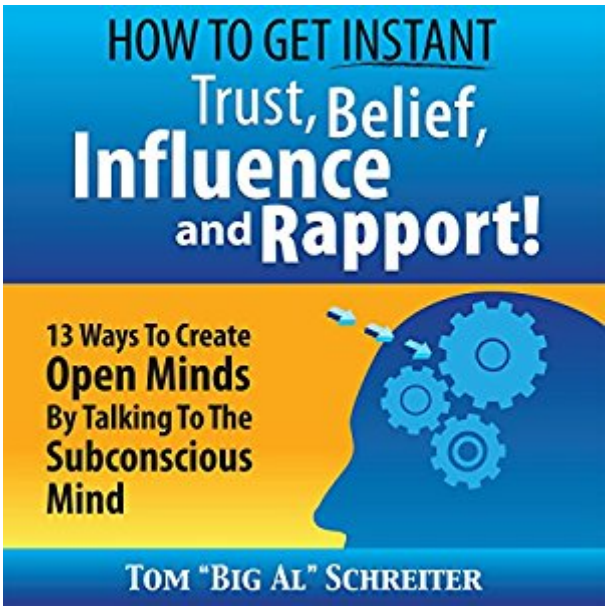
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How To Get Instant Trust, Belief, Influence, And Rapport!: 13 Ways To Create Open Minds By Talking To The Subconscious Mind



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Synopsis

Why can’t salesmen sell? And why won’t prospects listen? We offer great products to prospects. We say great things to people. We share our vision and passion with others. And they don’t buy, they don’t believe us, and they don’t share our vision and passion. We say great things, but people don’t believe us, and they don’t trust us. So we don’t need more good things to say. Instead, we need to learn how to get people to believe and trust the good things we are saying already. It’s not about the presentation. It’s not about the price. It’s not about the salesman’s breath. It is not about the leader’s PowerPoint presentation. It is all about the magical first few seconds when we meet people. What happens? In the first few seconds, people make an instant decision to: 1. Trust you. Believe you. or 2. Turn on the salesman alarm. Put on the "too good to be true" filter. Be skeptical. Look for "the catch." This decision is immediate, and unfortunately, usually final. In this book, you will learn easy four and five-word micro phrases and simple, natural techniques that you can master within seconds. Yes, this is easy to do! Your message should be inside of other people’s heads, not bouncing off their forehead. Your obligation is to get your message inside of their heads so they will have options and choices in their lives. Now, if you can’t get people to trust and believe your message, then you will effectively be withholding your message from them. Use these tested, clear techniques to build that instant rapport with other people and then, everything else is easy. If you are a leader, a salesman, a network marketer, an influencer, a teacher, or someone who needs to communicate quickly and efficiently, this book is for you.

Book Information

Audible Audio Edition
Listening Length: 1 hourÃ Â andÃ Â 11 minutes
Program Type: Audiobook
Version: Unabridged
Publisher: Fortune Network Publishing
Audible.com Release Date: June 20, 2014
Whispersync for Voice: Ready
Language: English
ASIN: B00L4P6VEO
Best Sellers Rank: #53 inÃ Â Books > Business & Money > Marketing & Sales > Marketing > Multilevel #107 inÃ Â Books > Audible Audiobooks > Business & Investing > Marketing & Sales #142 inÃ Â Books > Business & Money > Marketing & Sales > Advertising

Customer Reviews

This book is an excellent companion book to the author’sÃ Â Ice Breakers! How To Get Any Prospect To Beg You For A Presentation. This book gives you several useful ways to establish a quick rapport with sales prospects. I can see how these methods would work equally well if you are in MLM or if you are in sales...recruiting or selling.Essentially, you are getting several quick "sentence starters" that will help you build agreement with your prospect, that you can build on in your main presentation. Certainly worth reading, even for experienced salespeople.And the author is a gifted writer. Every book of his I’ve read (I think I’ve read them all) are written in a breezy conversational style that makes it enjoyable. Never preachy. And the author gives you plenty of examples where you can use these methods in different kinds of selling.I certainly recommend the book, if you are in any kind of sales.

There is a reason why Tom Schreiter is a master at the arts of training and communication and that is because he gives tested and time-proven techniques and this book is no exception. Tom really delivers.

You know how sometimes educational material in one area can completely be applied to another? Well, that’s exactly how I profited from reading this book.Now, in an attempt to be completely transparent, you ought to know that in reading this book, you’ll learn how to approach speaking to others in a way that is focuses on them and less on you. I know, it’s not a total secret. The real value here is getting the actual words to use in the process of building rapport with someone face-to-face.Most conversations are doomed from the get-go. Do less talking and listen more-- this will get you far. It’s no coincidence that you can also extract the word "silent" from the word "listen."As the old saying goes, "it’s not about who you know, it’s about who knows you!" So make sure listen. You’ll be surprised how quickly you become the most interesting person in the room to your prospect simply by hearing them out. :)

In this 85-page book, Al shares few NLP techniques, now frequently used in sales, like pacing and leading, yes set, and a few more hypnotic language patterns. The patterns presented in this book just scratch the surface of hypnotic language, and some of Al’s examples sound funny.He shares all kinds of examples of what people may say that would never help them to establish rapport, and examples that people selling different kinds of products may use to establish rapport with buyers that are interested in their goodies.If you’re unfamiliar with NLP patterns, you’re likely to feel

WOW-ed.In NLP we say "people like (and trust) people who are like themselves".Here are few pacing statements from the book:"Most people reading this book would like to have some examples,because everybody knows that examples are the best way to learn.And everybody says that just a few examples could gets usthinking creatively.""Most diets don't work.""Most people hate risky investments.""Everybody says we look younger when we are fit.""Everybody knows if we don't take care of our bodies, then where are we going to live?""Well you know how a 5-day weekend is better than a 2-day weekend?""There is an old saying that wrinkles belong on prunes, not on us."

Big Al is always right on target. You don't capture people's attention with facts and presentations. You get their attention when you truly and sincerely care about them, without any hidden agenda. This book brings that out very clearly.

This book will not just give you a lot of ah ha moments. It is a constant Ah ha teaching experience! If you are doing Multi Level Marketing you are not doing it right unless you have read this book or your sponsor has. It will give you a way to talk to your prospects in the way they want to be talked to. You can also use what you read in this book outside of your home business. Who knows you might even accidentally recruit your boss or aunt June who never liked you before. I read it and re-read it and gets better each time. I tell all my down lines it is required reading!!I am arealniceguy and I rate this book 5 stars. I'd do a 10 if they had more. Big Al is the best trainer and Aurthur on the planet.

Quick read that helps build confidence which SPILLS OVER. It's purposeful and helps bring out your authentic self as you bridge the gap of time it USUALLY takes to build rapport. Build relationships and watch your influence GROW!!! I bought the eBook and read it in a short period. Shared with my team! I develop leaders and this is a must for others who do as well. I will soon blog about it. myChoicesMatter.com

Very Good. He gets right to the point. Does not dance around with a lot frivolous stuff.

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