**Mindset Consciousness…**

**The POWER Of The TAKE-AWAY**

Prospecting:

Question for Prospect… “What did you like most?”

If they reply… I don’t have the money. I have to think about it.

**WAIT 5 SECONDS… & SAY NOTHING!**

Then say: “\_\_\_\_\_, YOU ARE ABSOLUTELY CORRECT!”

WAIT 5 SECONDS… & SAY NOTHING!

They will usually reply with… What do you mean?

**WAIT 5 SECONDS… & SAY NOTHING!**

Then say: “\_\_\_\_\_, YOU ARE ABSOLUTELY CORRECT!”

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They will usually reply with… What do you mean?

“Well , what you’re telling me is that you really don’t have the

desire to change the quality of your life right now. Success has a price to

pay and the timing isn’t good for you right now.

I’m going to go ahead and let you go. You have a nice day. Now, should

you want to change the quality of your life… get back to me! Here is my

number.”

(Give him/her your number and get out of there)

**YOU SEE…**

They don’t have the desire to get the money. They don’t have the desire to change the

quality of their lives… BUT, when you **AGREE WITH THEM…**

You change the whole dynamics of the conversation… and then they’re thinking and

usually respond… Well, what do you mean?

Did you insult this person? NO of course not.

Let me tell you what has just happened… **YOU DID NOT GET A NO** from this person…

**YOU GAVE THEM THE NO!**

You let them know subconsciously that their excuse did not qualify for your time.

You see you’re playing Mental Chess here. And you want to play Mental Chess with

Mental Track Shoes on.

This is about changing the dynamics of the conversation and this is called…

**THE POWER OF THE TAKE-AWAY**

You will make more sales. You will get more results in life. If you will simply AGREE

WITH PEOPLE that are giving you negative energy than you ever will, if you attempt

to convince them.

Because, if you convince them. You’re now attempting to chase a Tiger-by-its-tail and

if you are unfortunate enough to drag this person into your business. You’re going to

be dragging them until the day they drag you down or they quit and blame you for

convincing them.

Now, let me tell you what happens when this person is off the phone. They begin to

wonder what they just lost? When they hang-up the phone they start to wonder what

just happened to that conversation? They may not wonder it out loud… but they

wonder it sub-consciously.

This principal will take you to another level of consciousness…

Because, **YOU ARE NOT GETTING THE NO’s** right now… YOU’RE GIVING THEM!

You must understand that YOU are the CEO of YOUR Corporation. YOU decide who

YOU want to work with YOU. NOT the other way around! You’re NOT in the

convincing business. You’re in the SORTING BUSINESS…

YOU ARE A PROFESSIONAL SORTER… NOT an amateur sales person.

You see you have to understand… **YOU HAVE THE DEAL OF THE DECADE!!!**

Most of us have it backwards. I know because I was there for years. I begged, I

convinced, I dragged people into other businesses. Because… that was the thought

process… that was my philosophy.

Once you get this sorting business down. I’m telling you… this is why some months

were ZERO months and the next ones were 4 & 5 figure months.

That is how you get there. It’s part of the evolution. The successful people are focused…

**[KEY POINT]**

**THEY DON’T MAJOR IN MINOR THINGS.**

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If after you have made a great presentation, your prospect has seen

everything and you have answered all their questions… your prospect

says to you:

”I like what I see but I have to go home and talk to my

wife/husband/friend.”

I immediately say to them, “You know… I don’t think this is really for you”

**WAIT 5 SECONDS… & SAY NOTHING!**

MY Reason… I’m looking for FREE thinkers, LEADERS, Self-Starters.

I don’t want someone in my business that would go a seek advice from

someone who has had ZERO exposure to the company our product and

opportunity. Someone that has no clue what this is all about… Someone

who most likely makes less than $20,000 a year... Someone who would

never believe, conceive or achieve making $10,000 or more a month.