

MY POWERFUL NETWORK MARKETING PROSPECTING FORMULAR

How and Where to get unlimited prospects

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My top prospecting questions for easy presentations to your prospects.

Hey friend, my name is AYODEJI, Oladeji Charles, I am a lifestyle entrepreneur but I help network marketers build a team of hungry and driven leaders for them to earn gangster money and spend their days sipping mai tais on a desert island. It's awesome that you got your hands on this freebie. It's a wonderful and an amazing gift from me to you. What you are about to be exposed to are not theoretically arranged together. It works. They are used, tried, tested and confirmed true in the real world of network marketing prospecting.

Here's a little bonus.

PROSPECTING: What is prospecting? This (Prospecting) is an art of opening new relationships. Prospecting is not selling. Many network marketers most times try to sell to new people believing that they are prospecting. Professional network marketers are informed about this, when they meet new people, they see it as an opportunity to create a lasting positive relationship and not to sell.

To get the success you truly desire in your network marketing journey, you must get this understanding. The secret to a successful network marketing prospecting is easy; a good practice before pitching your business to any prospect is to build a good rapport with them. The fastest way to do it (building rapport) is: being their friend, find a common qualities between the two of you that you share together and you can share.

Look at it from another perspective, just think of the roles being reversed, and someone just barged into you and started sharing with you how good a product (e.g body cream) he has been using is, how great it is and the likes, even though the product is wonderful, you will feel awkward and kind of repulsing about it. But if it were to be your friend, you will listen carefully with curiosity.

This is exactly what most people in the network marketing community do consistently. Then, they will say that, network marketing doesn't work, but you are a different person, you are not everybody. So get excited, be genuinely concerned about building some sort of positive relationship first, so once you have that what next?

READ ON... (You will get the next action in the my top prospecting questions for easy presentations to your prospects)

To get that, here are the skills needed to be better at prospecting.

1. Prospect consistently
2. Detach yourself from the outcome
3. Nurture relationship overtime
4. Avoid distractions. Know what you want

PROSPECTING 101

HOW AND WHERE TO GET UNLIMITED PROSPECTS

As a beginner in network marketing, your sponsor will ask you to list out the names of people on your phone contact, these people comprise of your family, friends, and your warm market. After exhausting this list, "what next"? This is the question often asked by my team players, and other people in our network marketing company. Prospecting 101 will answer the question "***how and where to get unlimited prospects***".

1. Events (Networking Events, Children Party and Church Events)
 - Networking Events: It could be business meetings in chamber of commerce, company events etc. What to do is not to pitch your business immediately; this is where many people make mistakes. Get as many business cards as possible and then follow up the next day. The reason why I like this one is because these people are hungry and conscious of getting

success. They are not people that will sit on couch and watch TV from morning till night but people that wake up and dress up to make the day counts.

- Children Party Events: This is where you meet with housewives. And to be candid, many Nigerian house wives are jobless and they can help shake your matrix. Recent study shows that ladies do better in network marketing than their male counterpart. Majority of house wives are givers and you need givers in your team and not takers. Make it a duty not to miss the next children party in your community but be reminded that, don't pitch in the first meeting but connect.
 - Church Event: Do not go there to pitch your business, do not go there to sell your product or service; instead go there to connect and to build relationships.
2. Facebook, Linkdin, Nairaland, Twitter and other Social Networking Sites: There are many people in your spheres on facebook platform that are not on your phone contacts. What about their friends? But there's a way to go about this effectively. How to do this, check on, www.naijamarketingpro.com/
 3. Groups (Facebook Groups, LinkedIn Groups): I hardly use this but I have gotten people in my team that uses this method and many of them have earned themselves and others a lot of dollars and has earned me lots of dollars also. So it works but there's a way to make it work. There's a language to every secret codes you know.
 4. Quora and Meet Up.Com: Few people are aware of this tools. These are great places to get quality prospects.
 5. Your Warm Market and Warm Market Referrals
 6. Google Search professionals around your city. For example, there are some professionals (Lecturers, Surveyors, etc.) that are willing to explore new possibilities, get their phone number and reach out to them.
 7. Realtors: These people want to make money. Why not get their number and call them and let them be aware that you have a new opportunity that can create an additional income stream, that will not stop what they are doing currently and if they are open, you will be happy to show them how it works.
 8. Youtube: This is a big one

9. Get a Branded Company Marketing Shirt or Cap: It could be your T-shirt, Cap, even hats. Just write curious words on them that could make people to ask you questions on it. Words like: “Get financial freedom lifestyle, ask me how”. If you can do this consistently, people will surely get back to you. You must put your number on the written words.
10. If you have a MOVING VEHICLE use it, customize it. Write eye catching/curious words. Words like: “are you open to creating an additional income stream that will not interfere with what you are doing, get connected 080.....”.
11. Financial Planners and Small Business Owners in your community
12. Doctors, Pastors etc: Doctors can shake your team
13. Relaxation Centre Owners, Restaurant Owners: These are great people that you need to have in your team. They have place that you can use for seminars. They have large base of influence. Please go and pitch your business to one in your community tomorrow if you need a seminar centre.

A common parable that: “you can force a horse to the stream but you can’t force it to drink water”; is a lie and a myth. You can force them to the stream and you can make them beg you to drink from your water. How do you do this? This will take us to PROSPECTING 102. SO

READ!

PROSECTING 102

MY TOP PROSPECTING QUESTIONS FOR EASY PRESENTATIONS TO PROSPECTS

So, once you've built a little rapport, here is my top prospecting questions that will help you to present to your prospect easily and to know the best way to pitch your business opportunities to their basic needs.

1. What are you currently doing for living?
2. Do you keep your options open when it comes to making extra money that will not interfere with what you are currently doing?
3. How do you see entrepreneurship, do you think it's the solution to the national problem?
4. How long have you been on your job? If I may ask, do you love it, are you contented on the job?
5. If you keep working on your job in the next five years, where would you be?
6. What is your long term plan?
7. How do you plan to achieve your long term plan?
8. Have you found what you are looking for that will provide ultimate road map plan of solutions for you and your family on your long term goals?
9. Would you be open to creating additional income streams aside your current job, something that you can kind of working on, on a part time basis?
10. Did you know there are ways to create income that flow into your bank account whether you roll out of bed or over in bed?
11. Do you have any kids or family, if there's a better way to spending more time with them, would you like to explore this opportunity?
12. When you said you wanted to spend more time with your family, were you serious about that?
13. Have you ever think on how to make money online, Facebook or from your smart phone, have you?
14. If you could create your perfect job, what would it look like?

15. How many hours do you work per week? When do you plan to stop working in that long hours? If there is a job that you could work less or same on that hour, would you abandon this job for it?
16. If money wasn't the problem, would you jump at this opportunity?
17. I know you don't know but if you did know, what would you really like to have in life?
18. If someone were willing to show you how to make money from home, would you be coachable?
19. Do you keep your options open when it comes to making extra money?
20. Know anyone that has been affected by the economy that might be open to making some extra money?
21. I am looking for a competent financial planner or realtor to work with in the home business opportunity I am involved in on a part time basis, do you know any?
22. If you had a magic wand, what would you be doing now as a source of living?
23. What would you do for fun? What is your passion? What are your hobbies, talents and abilities?
24. What did you hope to get out of your last home business that you didn't get?
25. Are you involved in any online business currently? Why would you want to be involved in an online business opportunity now?
26. If I send you our company video, would you be able to watch it now or when would you be able to watch it for sure?
27. I am a lifestyle entrepreneur though I help network marketers build a hungry and driven leaders but I have a company am promoting too, would you be willing to be involved in my own or are you already involved in one?

Yes, My Top Prospecting questions for easy presentations to your Prospects

PLEASE NOTE: You don't need to pitch all these all the time, be yourself. Just stick with the one that is best for you and run or work with it. Also, when prospecting, never forget that it is not all about you but about your prospect. You are to act as a consultant. Your job during this moment is to get as much as possible info or details from your prospect so you can make your

presentation about them. This will help you to get more sign up team players in your team (80% sign up from 100% prospecting).

Be real, don't be robotic.

As you ask them those questions, have some little conversations in between the questions.

THERE YOU HAVE IT ALL

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TO KNOW MORE ABOUT AYODEJI OLADEJI CHARLES

AYODEJI OLADEJI CHARLES is an educator, an entrepreneur, motivational speaker, life strategist and an investor. His teachings and seminars have been described as rich, inspiring, entertaining, edifying and transformative. He is committed to helping men to fulfil their dreams and raising men for national uplifting, transformation of Africa and the world at large. He helps individuals and organization to get more results faster and more efficiently.

For engagements you can reach him today on:

E-mail: ayodejioladeji@yahoo.com

Call or Whatsapp: +234 803 060 9917.

Visit: www.naijamarketingpro.com