

The Tracy Biller Newsletter

© 2011 Tracy Biller. All rights reserved.

The “Tracy Biller Newsletter” comes with reprint and redistribution rights as long as it is done so in its entirety with no editing. All past “Success-Training” newsletters are available in PDF files at: www.UltimateSuccessCDs.com

To receive a **FREE** subscription to “Tracy Biller Newsletter” go to: www.UltimateSuccessCDs.com

What to say when the prospect asks . . .

“Where did you get my name?”

This is one of those newsletters that you should forward to EVERYONE in your downline.

Dear Network Marketer,

On the Momentum CD, you will learn the single most powerful, profitable, and proven method for building a large downline quickly. The method involves using the phone and calling prospects. (Listen to the Momentum CD for the details.)

During the recruiting process, every now and then a prospect will ask you: “Where did you get my name?”, or “Who’d you get my name from?”, or “How did you get my name and number?”

When asked such a question, the inexperienced rookie network marketer will freeze, break out in a cold sweat, develop a self-imposed wedgie, cave-in and answer meekly in an almost apologetic whisper, “Well--I bought a list from [list seller’s name].”

“Where did you get my name?”

Copyright © 2011 Tracy Biller. All rights reserved.
www.UltimateSuccessCDs.com

Meanwhile, as the quivering rookie is answering, he is thinking, “Oh me. Oh my. Oh gee. Oh golly. I sure hope the prospect doesn’t get mad at me.”

The bottom line is that the answer (“I got it from [].”) is **EXTREMELY WEAK**. Such a weak and pathetic answer gives control of the call back to the prospect. Such an answer will cause the prospect to either ask more questions, or simply hang up. Therefore, do **NOT** give such a weak answer!

ANSWER THE QUESTION LIKE A WINNER!

The experienced network marketer knows that when the prospect asks such a question, that the **BEST** answer is one that flatters the prospect, and causes them to say the word “**YES**”.

Here’s how to answer when a prospect asks you, “Where did you get my name?” or a similar question:

“That’s a good question. Here’s how I got your name.

“I contacted some list broker(s) to find people who’ve been in network marketing in the past, to find those who’ve exhibited tremendous leadership skills and a great work ethic.

“Your name is on one of the lists. Does this describe you, that you have great leadership skills and a great work ethic?”

Throughout my career I’ve been asked “Where’d you get my name?” many times. Not once have I ever told the prospect exactly where I got their name. Instead, I have **ALWAYS** given the “leadership” and “work ethic” answer.

And after answering their question with the leadership and work ethic answer, **NOT ONCE** has the prospect said to me, “No, it doesn’t describe me. I’m a weak follower and I have a crappy work ethic.”

In every single case, the prospect has said, “Yes, that describes me.” And once they say that, I then continue with the recruiting procedure as taught on the Momentum CD!

Like I said at the beginning, this is one of those newsletters you should forward to EVERYONE in your downline.

Sincerely,

Tracy Biller
www.UltimateSuccessCDs.com

© 2011 Tracy Biller. All rights reserved.

This “Success-Training Newsletter” comes with reprint and redistribution rights as long as it is done so in its entirety with no editing. This newsletter and past newsletters are available as PDF files at: www.UltimateSuccessCDs.com

Tracy Biller's "Success-Training" newsletter is published and distributed by:

Owens & Lane Publishing, LLC
P.O. Box 1752
Hendersonville, TN 37077