

How to Turn
**Ordinary, Everyday
Conversations**
into an
**Endless Stream of
Awesome Prospects**
for Your Network Marketing Business



TRANSCRIPTION

How to Turn **Ordinary, Everyday Conversations** into an **Endless Stream of Awesome Prospects** for Your Network Marketing Business

Hi, I'm Julie Henderson and you are here today because you want to know how to quickly **grow your network marketing business** the fun, fast and easy way, with more qualified prospects.

So I'm very excited to have you joining me for "**How to Turn Ordinary, Everyday Conversations into an Endless Stream of Awesome Prospects for Your Network Marketing Business**"

This is going to be an amazing training and I know you're going to get so much out of it!

We have people joining us from all over North America... people just like you who are serious about growing their business, achieving their goals, and making a difference in the world. So you have every reason to congratulate yourself – you're in great company.

In this training you're going to be hearing a ton of ideas and insights that have the power to instantly double or triple the number of prospects coming into your business. And more prospects leads to more enrollments, more income and more opportunities to rise to the very top in your company. So have your notebook and pen handy, because you definitely won't want to miss a single one of them.

Whether you've been in network marketing for a while now and find yourself struggling to find a way to consistently attract enough quality prospects into your system - or whether you're new to network marketing and really DO want to hit the ground running and make a success of your business... either way, you're in the right place.

I'm so glad you are here with me today...

...because the shocking truth about network marketing is that 90% of new business owners quit their business within 24 months of getting started.

AND NOTICE I didn't say 'fail'... they just QUIT!

And one of the top reasons cited is because they don't know where to find prospects. And even if they do somehow manage to, they *don't know what to say to them*.

And we all know successful prospecting is the lifeblood of your business. Without a steady stream of prospects, your business has no future!

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Because, even when your company has a whole system in place for teaching people about *the business* and taking the next step to *enrollment*, the reality is that everything comes to a **grinding halt** if you can't figure out how to get a steady flow of qualified leads into that system on the front end.

So people get frustrated and say, "This doesn't work." And they quit! They turn their backs and *walk away from their dreams*.

And what's so heartbreaking about this to me is... that without realizing it, they were literally **surrounded** by fantastic prospects each and every day, but they simply lacked the skills and the knowledge of how to reach out and connect with them. And so their dream died.

But what most people don't realize is that you *can create an endless stream of awesome leads for your business by simply going about your everyday life*. A 1-2 minute conversation is all it takes when you know the right things to say, AND you only need to speak to a small handful of well targeted prospects each week to have a thriving network marketing business.

Imagine how it would transform your business IF, in just a few weeks' time... (instead of feeling stressed out about prospecting, putting pressure on your family and friends, and feeling like it's all an uphill battle, you had mastered the art of '**everyday prospecting**'...

...so that going out and meeting people, having fun and easy conversations while you're at the coffee shop, or in the gym, or while you're out shopping for a new outfit... imagine if you had the skillset to consistently turn those conversations into an unlimited stream of leads for your business. Wouldn't that be amazing?!

And think of how quickly that would enable you to grow your business, in a way that's totally fun and cost-effective -- and finally having the key to nail your business goals. Imagine advancing up the levels, earning the respect of top performers, getting the recognition you deserve. And finally knowing that you're building a strong foundation to create the time and money freedom to live your dreams.

The information you're about to learn enabled me to personally enroll over 70 people, plus countless others for my team-members, within a three-year timeframe WITHOUT buying any leads, without a big email list or a fancy marketing funnel... just me going about my everyday life and having fun meeting people. And you can do it too.

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And if you love what you learn on this training and you want more, I promise you that, if you're serious about learning to become a *Prospecting Pro* who easily and consistently brings awesome qualified prospects into your business, then I have a very special invitation and offer for you, if you hang in with me to the very end.

I only wish I'd had access to this kind of knowledge when I got started in network marketing over 10 years ago - instead of all the guesswork, and painful trial & error that kept me feeling stuck and wondering if I was really cut out for owning my own business.

When I first started, I was SO excited about the possibility of creating a lifestyle of freedom and flexibility. **But what I didn't know is there's a dirty little secret inside of network marketing that no-one really talks about...**

...and that is that, contrary to what you've heard, it simply isn't true that 'anybody can do it' and succeed.

Sure, anybody can do it badly.

But like any profession that gives you the opportunity to earn serious money, it takes dedication, it takes strong goals and it takes the right ACTIONS at the right time to achieve big things with your business.

So the actual truth is that 'anybody who is dedicated, has strong goals and takes the right ACTIONS at the right time' can do it. And if YOU are willing to be THAT person – then there's a reason you're on this call - and the sky really IS the limit.

And if you're NOT willing to be that person, then the best company, or the best products, or the best prospecting training in the world isn't going to have much of an impact.

So the question is... are YOU that person who has a burning desire inside you and is ready to step up to a new level in your business? In your life? And in your leadership to the world?

Because if you are... you're definitely in the right place.

And if that's NOT you I actually suggest that you stop listening now and go do something that makes you happy. I say that with no judgment or disrespect – we're all wired differently – but this training is for people who are ready to achieve big things with their business and their life... and are willing to take the action to make

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those goals a reality. Honestly, if that's not you... go with my blessing, I mean that from my heart.

For those of you who are still here... congratulations, I'm excited for you. You're in fantastic company and I know you're going to love this.

OK. So, what you first need to understand is that there's an Inner Game and an Outer Game to success that you **MUST** have in place if **YOU** want to **become a network marketing superstar!**

The Inner Game is your mindset... and the Outer Game is knowing the right ACTIONS to take at the right time.

So that's a writer-downer... *The Inner Game is your mindset and the Outer Game is knowing the right ACTIONS to take at the right time.*

So that's why, to become an effective, consistent prospector, able to effortlessly attract well-qualified leads into your business at will on a daily/weekly/monthly basis, I developed this 5-step formula that perfectly aligns both the inner game and the outer game to turn you a prospecting ninja...

Step one is positioning your inner winner (in other words, positioning yourself as the LEADER that prospects WANT to follow)

Step two is creating your ideal prospect profile (no more wasted time and effort spent chasing the WRONG people)

Step three is learning how to quickly build rapport (the essential ingredient for trust)

Step four is learning how to get people to 'YES' in 90-SECONDS (because that may be all the time you have)

And Step five is organizing your environment to maximize your results (while minimizing your time and effort)

So now, we're going to go ahead and explore each of those 5 steps in more detail.

Now obviously we only have a limited amount of time together today and I'll share as much as I can.... and as promised, for those of you who want to go further, I'll let you know how you can do that.

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When I first got started in network marketing 10 years ago I was so fired up and excited! I *loved* the products. I *loved* the company and I especially I loved the freedom that came with having a business and being my own boss.

BUT I *hated* prospecting. In fact, I pretty much *sucked* at prospecting.

I listened to all that stuff about making lists of family, friends and other people, and talking about your business to everyone you meet – and not being shy – I went right ahead and did it. And you can imagine what kind of reception THAT got me... from ‘deer in the headlight’ stares, to people ‘coincidentally’ crossing the street when they spotted me.

It’s kind of funny now but it definitely wasn’t then... it was actually a bit depressing. Believe me, it takes a LOT to put my fire out but time passed, I was putting in a lot of effort and getting very little in the way of results, and I was starting to wonder if I was really cut out for owning my own business.

Can you relate to that? It’s sure not a lot of fun, is it?

To tell you the truth, I was taken back by how hard I found it. It kind of shocked me. Because believe me, I’ve had some pretty tough times in my life...
...like putting myself through university while working full-time and being a solo parent to my then 18 month old toddler.
...like laying bleeding in a ditch for over 6 hours after a hit and run accident, and then being confined to a wheelchair for 3 months.

So there was NO WAY I was going to get beaten down by something as seemingly simple as prospecting. And yet...for the longest time the reality was...it was whipping my butt!

It took YEARS of trial and error until I finally stumbled across my everyday prospecting success formula, and at last discovered the easy way to consistently sign up more people and start really enjoying my business again – and it was such a RELIEF that prospecting didn’t have to SO HARD.

And that’s why I’m so passionate about sharing my formula with you.

Because it’s actually SO EASY to prospect *the right way* that gets great results – and AVOID that whole scenario that leaves you doubting yourself and feeling rejected, struggling to get traction with your business.

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Add to that the challenge that you may not have the unwavering support of the people closest to you. So you can see why it's very important to have a system that teaches you the specific how-to's that make prospecting easy AND supports your spirit.

Inner aligned with Outer.... that's the combination that makes this really work.

OK. So let's go ahead and reverse engineer the process of successful everyday prospecting...

Step 5 - organizing your environment to maximize your results (while minimizing your time and effort)

When you eliminate the numerous unnecessary time-drains and energy-wasters in your world... what it adds up to is not only more quality, focused time to spend growing your business but also more time to enjoy all the good things in life. And that, after all, is the plan, right?

As Benjamin Franklin famously said, "For every minute spent in organizing, an hour is earned."

Research shows that physical clutter can lead not only to stress, but even to depression.

According to Dr Sherrie Bourg Carter, Author of *High-Octane Women: How Superachievers Can Avoid Burnout*, she says clutter robs you of mental energy, leaving you feeling anxious, tired, and overwhelmed. It frustrates you. It makes you lose things and waste time. It ruins your focus and concentration, drawing attention away from what's important, and impairing your ability to think creatively.

And Joyce Marter, Licensed Clinical Professional Counselor, said, "*Our environment is a direct reflection of our internal mental health and vice versa. So if our home is disorganized, our minds may feel scattered as well.*"

So if you operate your BUSINESS from home, then those precious hours that you commit to growing your business can slip right through your fingers if you're constantly firefighting disorganization and scattered priorities.

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That's especially true if you're juggling your regular job along with family commitments, running the household, preparing meals, etc... AND trying to find time to dedicate to your business as well.

Believe me, I've experienced the almost *magical* power of good organization in my life. As I spoke a little about earlier, while my now-grown-up son was just a toddler, I was a full time working single mom studying toward a University degree. Years later I achieved certifications for Nutritional Consulting and Certified Coaching, wrote two books and re-located geographically twice, while running an offline and online business and launching products at the same time.

My (not-so) secret weapon to pulling this off without a hitch came down to good old fashioned organization.

...which gave me control of my space and my time.

These are the three distinct areas where you must GET organized and STAY organized:

#1 - Your Home & Family

This is about YOU creating simple routines that save on time and effort spent running your home. Such as... decluttering (so things are easier to locate). Such as developing the habit of multi-tasking various to-do items. And of course, structuring your day-to-day chores and responsibilities in a way that gets them done more efficiently.

#2 - Your Business

The key here is priorities. How are you spending your time? Are you wasting time doing things that don't generate income, or that somebody else could easily do in half the time?

I actually developed an exercise, called 'Quest for Time', that I teach on my program, that helps you pinpoint exactly where you're spending time on things that don't serve your goals.

Because when you're clear on where you SHOULD be focusing your energy, (and putting in place business building systems that help you manage your time better), you'll see a sharp increase your productivity - getting so much more done in less time with less stress.

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#3 – YOU

This means keeping yourself moving consistently and intentionally in the direction of your dreams... **managing your schedule well, keeping track of your finances, creating healthy, supportive habits, and of course the biggie... learning when to say 'No'.**

Step 4 is your ability to get people to 'Yes' in 90-seconds or less.

Contrary to conventional wisdom, creating quality leads does NOT have to take masses of time. In fact, when you choose the **everyday prospecting** approach it's just the opposite. Quality interactions happen *in just minutes* as you go about your daily life.

The key to successful everyday prospecting is to be natural and relaxed but also, at the same time, to be ready to instantly **capitalize on the right moments** so you can turn them into appointments, which leads to more presentations, more enrollments and more income.

A 1-2 minute conversation is all it takes when you know the right things to say and the right order to say them in... believe me, it's so much easier than you think.

Right now I want to share with you the structure of my '90-second Yes Accelerator' which I teach in more depth in my online program.

Essentially, there are 7 things you must keep in mind to move people to Yes (to the point at which they're so intrigued that they're ready to give you their contact details on the spot and commit to an appointment to learn more about your business).

Here is the framework:

#1 - Be **interested** NOT interesting. People LOVE to feel heard.

#2 - Listen for cues – don't be quick to 'show and tell'

#3 - Ask the kind of questions that lead to an AUTOMATIC 'yes' response – this is so simple to do when you know what to ask

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#4 - Provoke their curiosity – nothing gets people asking questions like a little curiosity

#5 - Get THEM to ask YOU “What do you do?” – now you have THEM pursuing YOU – not the other way round.

#6 - Don't explain – now is NOT the time - INVITE them to learn more

And finally, #7 - Set the appointment in a way that they commit to it – because it's all for nothing if they don't.

Step 3 is being able to rapidly build 'rapport'

So what is rapport?

According to the dictionary, rapport means mutual understanding and good communication.

In terms of prospecting, building rapport means that you need the ability to put people at their ease quickly, and to create a space where they feel comfortable and at ease enough to have a conversation.

The reason rapport is so critical is because everyone has natural resistance. Natural resistance is an evolutionary survival instinct – we all have it. But rapport **softens resistance**.

So when you are out prospecting... you MUST be able to rapidly build rapport to soften that natural resistance... so that even though you've just met and have only minutes to make a connection, you're able to use that time to have a relaxed, friendly conversation that opens the door to a potential sign-up in your business.

Here's the thing, building rapport doesn't necessarily mean you are going to have a relationship; however, it opens the door to the *possibility* of one.

The reality is... when you are prospecting, if you DON'T build instant rapport, there is almost ZERO chance of it going any further.

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So the four stages of instant rapport building that you need to master are:

#1

Create a GREAT first impression because, as they say, you don't get a second chance to make a good first impression.

#2

Pass the snap judgement test (this is nothing personal – just basic human psychology)

#3

Answer the Friend or Foe question – because you certainly don't want to be a foe, right?!

#4

Crack open the door – you only have 30 seconds to create common ground.

I go into this in a lot more depth in my Everyday Prospecting Formula – but even if you give just a LITTLE bit of attention to these four key components, you'll be WAY ahead of the average prospector.

Step 2 is creating your ideal prospect profile (which means no more wasted time and effort spent chasing the WRONG people)

...because in contrast to what you may have heard, Not Everyone Is a Good Prospect

If you have ever gone shopping without a grocery list, and if you're anything like me, when I forget my grocery list, often times you come home with items that you really didn't want and you forgot some of the important items that were on your list.

Well shopping for your ideal prospect isn't any different. You want to find your ideal prospect, someone who has qualities, characteristics and values that are a match for you and your business.

I've realized over the years, most people are going about prospecting randomly. While your products or business can benefit many people, and you may think everyone is a prospect... not everyone is.

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The big benefit behind profiling your ideal prospect is you will now know where your marketing time, efforts and resources will be best spent.

So the four crucial elements to pinpoint your perfect prospects are:

1 - create a shopping list of your ideal prospect's background and character traits - so you can target the exact prospects most likely to enroll into your business

#2 - Identify which general group your ideal client belongs to, so you know where to find them

#3 - Intentionally attract people who may already WANT what you're offering, because they're the most likely to be open to your opportunity

#4 - Understand what is their pain, because it's a well-known psychological fact that people are generally more motivated and quicker to take action to eliminate pain than they are to move toward pleasure.

In my program, I have a very specific process for making sure you get crystal clarity on each of these four critical elements. But even just being aware of them in this general format will give you an edge that very few network marketers have.

So, let me ask you...are you enjoying the webinar so far? Are you getting excited about putting Everyday Prospecting to work generating leads for YOUR business the easy way?

Well, remember I mentioned that I have a special offer for you...

If you want the skills to be able to always create a steady stream of leads into your business and confidently step into a leadership role in your company with a skill set that includes everything you need to achieve the success you deserve, then I have something special to share with you that I think you're going to love. And as soon as I've finished sharing Step #1, I'm going to tell you all about it. And of course I'll give you that link for the transcription.

Step #1 is cultivating the attitude, confidence and posture to BE the leader prospects WANT to follow. Or as I call it: Positioning the Inner Winner.

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So, remember right at the beginning of the webinar when I talked about the Inner Game and the Outer Game - and how to succeed you MUST align your inner game and outer game if YOU want to be the next big network marketing success story!

And how the Outer Game is knowing the right ACTIONS to take at the right time (and so far we've been covering a lot about the Outer Game elements on this training)... but also how you need to get your inner game handled if you want to really explode your business.

Well the reality is... to really succeed in network marketing YOU need to be a LEADER. And that comes 100% from inside. That comes from knowing and trusting yourself so well that others are inspired to follow your vision. That comes from your personal commitment and willingness to take a stand for the greatness in every individual, and their right to a better future.

Because beyond the products and the compensation plan, the REAL reason you got into network marketing is because you have a dream – to create a wonderful life for yourself and your loved ones, to be able to afford to do more fun things like vacations and nice clothes (maybe even a new car, or a new home in a better neighborhood), to make a positive difference in the world, and to step into a stronger, more self-expressed version of yourself – more confident, more independent, more 'in charge' of your life.

And the vehicle you chose to transform your life and make that dream come true for yourself and others... is your business.

And somehow you crossed paths with someone whose leadership inspired YOU to take a chance on yourself and launch your own business in pursuit of that dream. LEADERSHIP is without a doubt the single most inspiring, valuable and well-rewarded commodity on the planet.

That's why stepping into leadership is the very first topic I cover in my program.

But here's the thing... becoming a leader is NOT something you're given. No-one's going to be calling you up saying, "Hey, you wanna become a leader?" It just doesn't happen. Becoming a leader is a DECISION you make for yourself.

So the critical question that top network marketers MUST ask themselves each and every day without fail is: "How can I be the LEADER that prospects WANT to FOLLOW?" You might want to write that down... "How can I be the LEADER that prospects WANT to FOLLOW?"

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Leadership is the variable in the success equation. It's the single fastest way to elevate yourself up and out of the crowd, inspiring others to take action on their dreams.

And in network marketing leadership goes hand in hand with selling.

Make no mistake, you're not just selling your product or opportunity, you're selling yourself, and you're selling your leadership.

Something very cool I learned is that the word 'sales' actually comes from a Norse word 'sala', which means to serve. Isn't that awesome?

We talk about that in my program, and how to dispel fears and situations that can hold people back...and give yourself over to **servicing** with your whole heart and feeling great about it.

Think about how it would shift YOUR Inner Game (and your business) if you felt crystal clear that selling your opportunity meant that your job each day was to serve other people and inspire them to *move forward* toward their dreams.

And as a result you get more enrollments.

That one small shift would make a MASSIVE difference, don't you think?

So I have a question for you... how many people have you met out and about in your everyday life in the last six months that would have been **perfect** candidates for your business... but you didn't know how to talk to them about it and get to YES?

You didn't know what to say and so you missed out on those great opportunities.

How much do you think those missed opportunities have cost you? And we're not just talking missed enrollments and income... we're also talking the ripple effect of missing out on the people *those* enrollments would have brought into your downline. Because if just a few of those people were real go-getters, it would mean that your businesses would completely take off... and that would be YOU advancing through the levels, going on company cruises, getting the recognition you deserve, and having that feeling of absolutely **knowing** that you DO have what it takes to be a successful independent business owner!

I've had SO many people tell me about all the great people they met and how terrific they would be for their business BUT, because they didn't know what to say, they

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missed out...and those people they met missed out too. And now they're left feeling stuck in their business and in a downward spiral losing confidence in themselves and their ability to succeed.

That's why I do what I do... because it doesn't have to be that way. It breaks my heart when I hear stories like that and I'm so passionate about sharing this information because I don't want anyone going through that unnecessarily like I did. Creating a thriving, profitable network marketing business becomes so simple and fun when you know that you can generate a consistent, steady flow of great prospects into your business whenever and wherever you want.

THAT'S what I want for you.

Ok – so we've been on this presentation for almost 35 minutes, we've covered the importance of aligning your inner game and your outer game, you've learned the 5-steps to successful prospecting, and you've seen how everyday prospecting is the fastest, simplest way to get a flow of great leads into your business... without putting in any extra hours or radically changing the everyday things you do.

And I hope that, more than that, you now have a feel for a bigger vision of what you can accomplish with your business, helping more people and making more money - and how it doesn't have to be hard. In fact, it can be a lot of fun.

And you've seen the way my simple formula for everyday prospecting allowed me to go from hopeless to hero... from getting nowhere talking to everyone and anyone, wasting time with the wrong people, to enrolling over 70 people into my network marketing business in a 3-year timeframe - plus countless others for my team.

... and I want to see that happen for YOU too.

So what I'd like to do now is show you how you can apply the principles I've taught you in a much more structured and supported way.

What I'm about to share with you is my 5-part guided program to effortlessly create a steady flow of fantastic, qualified prospects into your business just by going out and meeting people and having a good time.

This easy-to-follow success system gives you everything you need to become an amazing master of everyday prospecting!

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If only I had this kind of information when I started - it would have saved me SO much wasted time and effort. Fortunately you can get all the shortcuts NOW.

Imagine how quickly your business will grow and how fast you'll achieve your financial goals when you have the right information and encouragement. You'll soon be a walking-talking prospecting pro who effortlessly streams great prospects into your business at will.

And whether you want to go ahead and join me or not, really I'm good with it. It's not going to affect me either way. However, it's going to have a massive effect on YOU. And that's why I really care that you make an informed decision. So pay as much attention to this part of the call as you did the first part, because this is the part that could be **your solution**. This is the part of the call that you should be hanging on to the edge of your seat and not the part where you switch off and start checking your emails. Because *if you are serious...* this is where it starts to get really juicy for you.

I'm excited to tell you about my 5-part home study course The "EVERYDAY PROSPECTING FORMULA: From NO to PRO in 30 Days Flat!" (and also I promise I'm going to make it really easy for you to say 'Yes' to being a part of it).

You know how hard I found prospecting when I first got started. With no-one giving me advice that I could actually use to get results. So what I did is ... I became the mentor I wish I would have found myself.

The "EVERYDAY PROSPECTING FORMULA: From NO to PRO in 30 Days Flat!" is all about showing you how YOU can CONVERT common, everyday conversations into an abundance of hot prospects and enrollments for your business.

In five easy-to-follow modules you'll learn how to create an unlimited supply of qualified leads and sign-ups...simply as you go about your everyday life... without having to waste your time and energy with the wrong people ever again.

The "EVERYDAY PROSPECTING FORMULA: From NO to PRO in 30 Days Flat!" home study course is the fastest way for you to master the skills of everyday prospecting from the comfort of your own home (and at your own pace).

Included in the program are:

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5 audio modules covering each of the five steps of the formula in depth –including all the insights, the EXACT words and phrases, and the specific techniques you need to turn you a prospecting superstar...

- **In Module 1, POSITIONING THE INNER WINNER** – you'll learn the keys to positioning yourself as a natural leader that prospects WANT to follow, and how to take the fear and stress out of selling
- **In Module 2, IDEAL PROSPECT PROFILING** – I'll show you how to identify and target your perfect prospects... no more wasted time and effort speaking to the wrong people!
- **Module 3, FAST-TRACK to INSTANT RAPPORT** – You'll learn the secret of rapid rapport building in almost any situation... to achieve the results you want even faster.
- **Module 4, THE 90-SECOND YES ACCELERATOR** ... you will learn the exact words to say so you can naturally and easily have people curious about what you do AND have them pursuing you rather than you chasing after them! This makes getting people to commit to an appointment a breeze.
- **And finally, in Module 5, PEAK PRODUCTIVITY HACKS...** you will learn how to skyrocket your productivity to get more things done in your business, in your home and in your life.

Nothing could be simpler... I worked hard to make this easy for you!

I've taken all the guesswork out of everyday prospecting... You get my full step-by-step proven system that ensures you get the EXACT know-how to consistently attract awesome leads into your business without putting in any extra time or effort (even if your previous prospecting efforts were a disappointing wash-out)

So, you can see I've pulled out all the stops to make this the most complete, paint-by-numbers prospecting training that's finally going to explode your business and your income.

But that's not all...

You get all 5 content-packed tutorials...

- PLUS access to my **virtual role-play workshop** audio: '**Everyday Prospecting in Action**' – where you'll hear real-life prospecting

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scenarios played out, and have the opportunity to laser-target your own approach to perfectly match your opportunity.

- Valued at \$147, this is included when you sign up for The "EVERYDAY PROSPECTING FORMULA."
- You'll also have access to the Everyday Prospecting private Facebook Group, '**The Everyday Prospecting Edge**' valued at \$197, where you can NOT ONLY network with like-minded leaders, BUT ALSO get your questions answered by me personally in a private environment that supports and encourages your goals.
- AND you'll receive a bonus downloadable copy of my latest book, '**The Art of Everyday Prospecting**' – valued at \$27 - filled with additional tips and insights to help you rise to the top in your company while finally unleashing your true potential into the world.
- PLUS if you already KNOW that **this is exactly what you've been looking for** and you're ready to move fast -- I have a really special additional incentive for you (this is one of the ways I like to reward committed action-takers who will make the most of this information)...

I told you earlier I wanted to make it easy for you to say 'Yes' to getting the help you need... So if you're ready to sign up now for the "EVERYDAY PROSPECTING FORMULA: From NO to PRO in 30 Days Flat!" program, I'm going to give you exclusive access to my '**Prospecting Pro Closing Script**'.

This is my proven, step-by-step script for closing new enrollments on the phone in real time. Works like a charm! This script is the fine-tuned result of YEARS of study in the area of sales psychology... boiled down to an incredibly fast, simple and effective script that anybody can use convert prospects into ANY kind of opportunity. Yes, it's THAT good. Valued at \$297, but all yours when you get started with the Everyday Prospecting Formula today.

You see... I TOLD you I'd make it easy to say 'Yes!'

So let's talk about the investment in becoming an Everyday Prospecting Pro. And I know that at this point you can see how much impact working with me will have on you and your business. And it's easy to feel how that confidence that comes from knowing what to say and how to naturally approach prospects is just going to skyrocket your results and transform your earning-power.

How to Turn **Ordinary, Everyday Conversations** into an **Endless Stream of Awesome Prospects** for Your Network Marketing Business

When you register today for the Everyday Prospecting Formula you'll get:

- All 5 content-packed audio tutorials (valued at \$597)
- the virtual role-play workshop [audio]: 'Everyday Prospecting in Action' (valued at \$147)
- Membership of the Everyday Prospecting private Facebook Group: 'The Everyday Prospecting Edge' (valued at \$197)
- my latest book, 'The Art of Everyday Prospecting' valued at \$27
- AND my Prospecting Pro Closing Script that will have you closing prospects in real time *on the phone* (valued at \$297... but in reality, priceless)

This fabulous bundle that took me years to create, test and tweak is valued at \$1265.

Knowing what I know now, if someone had given me this opportunity to learn how to easily attract great prospects without putting in any extra time or effort, when I first got started... I would have happily paid \$1200 to learn this information and transform myself into the leader I knew I could be.

I'd have gladly paid that much instead of going through the years of trial and error, and all the while feeling frustrated and stuck – and so disappointed that success wasn't happening faster and more easily. And without a mentor I actually ended up investing WAY more than that, to get to the place where I finally figured out the secrets of everyday prospecting and, at last, stopped struggling to find enough leads for my business.

And if you want, you can always apply to work with me privately at \$5,000 for one of my Prospecting Pro private VIP intensives, and just get this nailed one-on-one – and I'm totally open to that. If that's what you're thinking, send me a message through and I'll let you know how you can apply.

But I know that financially, that's out of the question for most of you. So that's the reason I created the EVERYDAY PROSPECTING FORMULA to be an affordable investment for network marketers who have a BIG vision, and want to create a steady stream of fantastic leads for their business and watch their enrollments skyrocket.

You're going to get the whole package, to help you grow the business of your dreams, at just a small fraction of that investment.

I'm not going to ask you for \$1200 for the program because my mission is BIG...

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I want this education to be accessible and affordable for EVERY single network marketer who needs it. So I wanted to offer this amazing training you at a Price that's within your reach.

Because of that, I'm offering the course and ALL of the Bonuses for only \$297 (which is crazy good!) That's *a huge savings of over \$950 to you* – because I want you to be able to say Yes! to the training that's going to give you the help you need to achieve the success you deserve.

What I've learned from building a business is that when you play a small game in the world, everyone loses. And you can try to figure this out on your own – maybe it will work. But the truth is, it probably won't.

If you want to honor your vision and the things you want to do and the people that you want to inspire and the causes you want to support, it's time to get the help you need to grow your business.

Plus there's my 30 day money back guarantee. Try the EVERYDAY PROSPECTING FORMULA program for a full 30 days risk free. If you decide that you're not ready to commit to the success of your business or that this program isn't for you, then return it to me for a full refund.

It's time for you to take a stand for the results you want from your business...

If you're one of those people who said last New Year's that this would be YOUR year (at yet here we are... and nothing much has changed), there's still time to make that a reality.

Go right now to www.EverydayProspectingFormula.com and *join me and other committed business owners* who are ready to take their business to the next level the fast, fun and easy way. I know you're going to LOVE it!

And on that page (at the top), that's where you'll also find the link to the complete transcription of this webinar – which is a great stand-alone addition to your success library...

...but imagine taking ALL the information you learned today **plus what you learn in the course** and putting it into action with my guidance every step of the way, and generating a steady stream of great prospects to ROCK your business – realizing that

How to Turn **Ordinary, Everyday Conversations** into an **Endless Stream of Awesome Prospects** for Your Network Marketing Business

all it took was the one decision that you made today to actually put that process into action!

I'm so excited to share my shortcuts with you.

OK. Now let's take a look at those questions that you've been patiently waiting for...

So, some people are asking if this is something they want to afford right now. And my simple answer to that is... Can you afford NOT to? Can you afford for your business to continue to struggle because you don't know how to get enough qualified prospects? Can you afford to have your business feeling more like an expensive hobby than the vehicle that's going to help you achieve the income and lifestyle of your dreams?

Think of it this way.... we all have disposable income. Most people get their money each month and a percentage of that goes towards movies, candy, magazines, Starbucks coffee, going out to dinner and things like that. What if you took some of that disposable income you're going to spend on movies and going out to dinner and that kind of thing... and instead of blowing it on something temporary... you make an investment in yourself and your business... because let's face it, succeeding in your business IS what's ultimately going to get you achieving your dreams and living the life you want.

So, another question that comes up is... you might be sitting there thinking: "It's alright for HER. *What if I'm not as confident?* I'm just not sure if I could be that confident walking up to strangers and talking to them."

And here's my response to that... think about it... it's actually something we're ALL doing ALL the time anyhow. We talk to people in the grocery line. We talk to them in store and at the gym. The thing is... you're having these conversations already... it's just that they don't have a purpose. And it's not even really about whether you're that outgoing or not... this is just about meeting people. But NOW you'll have the exact words and phrases to say to turn them into prospects for your business. And knowing what to say GIVES you the confidence. Trust me, you're going to have SO much fun with this when you get going.

The way I've structured the program you'll be able to APPLY what you learn immediately. This is a super-practical, how-to, get-it-done kind of a program. There are action steps all the way. Learn it, test it, try it... put it into action immediately in your business and you can start getting results.

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So what's the REAL question here? In the end, the most important thing that I can ask you if you've been struggling to get prospects for your business: *"Are you willing to invest two hundred and ninety-seven dollars into your business so you can finally make the income and impact you KNOW you're capable of?"*

Because it breaks my heart when I meet so many wonderful, passion-driven business owners who are stuck earning way less than they're worth, and frustrated because they know they could make SO much more of a difference, and help so many more people, if they could just put themselves out there in a bigger, more confident way.

Please... give yourself the support and encouragement you need to step into your greatest potential... creating the ripple effect that happens from you taking your power in the world, influencing and inspiring more people, generating more income and changing more lives.

You are the messenger.

Be the light.

It's been so much fun hanging out with you and I can't wait to guide you in everyday prospecting, because it's changed my life and it absolutely can change yours too.

Go to www.EverydayProspectingFormula.com and *get ready to* take your business to the next level the fast, fun and easy way. It's going to be SO much fun!

This is Julie Henderson signing off...have an awesome day!