

This #!*@! business doesn't work!!!

If you want to drive the new car you purchased... learn to drive.

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My new distributor was complaining: “**This #!*@! business doesn't work!!!**”

And my new distributor was right. The business doesn't work.

So I had to tell the new distributor a story :)

You look for the best car for you, and you purchase the car.

Then, you never learned how to drive your car.

You never take driving lessons, you never go out driving with your parents, you never read the owner's manual. You don't know what the pedals are like on the floor or where to put the key into the ignition.

The only thing you did was a couple attempts at “trial and error” ...you yelled at your car and said,

“Drive! Drive!” And your car didn't drive itself.

So now you looked for a network marketing business that is good for you.

You purchased the business and joined.

But you never learned how to make your business work.

The only thing you did was a couple attempts at “trial and error” ... you said the wrong words to a few friends and two cold leads.

And your business didn't build itself. Your business didn't work.

- * You didn't come to Saturday trainings.
- * You didn't do three-way calls with your sponsor.
- * You didn't listen to my training cds.
- * You didn't come with your sponsor while your sponsor went prospecting.
- * You didn't learn how to give a "One-Minute Presentation."
- * You didn't learn "SuperClosing" or any closing.
- * You didn't learn about the "Colors" ... the four different personalities and how to talk to them.
- * You didn't learn any effective "Ice Breakers" or openings.
- * You didn't learn how to get prospects to beg you for presentations.
- * You didn't learn any effective first sentences.
- * You didn't learn how prospects make decisions in their minds.
- * You didn't learn how to get unlimited appointments.
- * You didn't learn how to stop sounding like a sleazy salesman.
- * You didn't learn any of the "sequences of words" to communicate directly with the prospects.
- * You didn't learn how to use the differences between needs and wants.
- * You didn't learn where and how to locate the best prospects.
- * You didn't learn how to create prospects instantly on demand with effective sentences.
- * You didn't learn the sequences of words top leaders use.
- * You didn't learn how to open a presentation.
- * You didn't learn how to build instant rapport with anyone.
- * You didn't learn how to use word pictures.
- * You didn't learn how to talk directly to the subconscious mind of the prospect.
- * You didn't learn why prospects tell you "no" when they should be agreeing with you.
- * You didn't learn the first things you must say to cold prospects.
- * You didn't learn how to locate and create leaders.
- * You didn't learn why goal setting doesn't work and how to make it work for you.
- * You didn't learn how to motivate people.
- * You didn't learn how to get your prospects' unconscious mind to work for them.
- * You didn't learn how to use stories to bypass the two mind filters of prospects.
- * You didn't learn how to quickly capture your prospects' imagination and attention.
- * You didn't learn how to ...

So stop blaming the business.

The business doesn't work.

You work.

Don't blame the "stupid" prospects, the weather, the economy, the product pricing, the compensation plan or your sponsor.

If you want to drive the new car you purchased ... **learn to drive.**

The end :)



Tom "Big Al" Schreiter is the author of many books and audio trainings on how to recruit more distributors.

36 years of experience of testing exactly what to say and do to get prospects to join.

Download seven free mini-reports on the magic words and phrases of network marketing at: <http://www.BigAlReport.com>