

REVIEWS AND RECOMMENDS

Prospecting Rules!

This book comes signed by the author and personalized to you.

by **George Madiou**

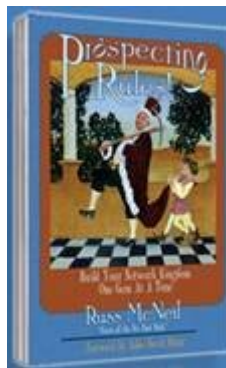
428 words | 2 pages

PROSPECTING RULES!

By Russ McNeil

There you are at the car wash. You're seated in the waiting area along with several other patrons. Naturally, you end up in a casual conversation with the person next to you. Right away, you recognize him as a quality individual. He's friendly, well spoken, and a good listener. In fact, you'd really like to invite him to consider your business opportunity. But what if he reacts negatively? He's so polished, and you're, well, you're just you. What if he says "No" or, even worse, what if he laughs? Nah, surely he wouldn't be interested. You decide to pass on this guy. Next time, you'll be better prepared and things will be different.

Sound familiar? Don't be embarrassed. We've all been there. I've been there lots of times, but not anymore...



Thanks to a new book called ***Prospecting Rules!*** By Russ McNeil, there's no reason to struggle with this type of situation ever again. This book is not only jam-packed with real-world how-to's about prospecting, it's also highly entertaining. Russ's book is a must read for every networker - both experienced and newbie. This book should be on the

“first read” list of every new distributor. This is also one of those books that should be reread EVERY year.

Prospecting is one of the most crucial activities for success in your business and now you can learn how to turn everyday random encounters into meaningful prospecting conversations.

The first step in mastering a skill is to learn from a teacher who has already mastered the skill. Russ McNeil is a master at prospecting and now you can learn from his hard-won experience. Here are just a few of the subjects covered in the book:

- How to start a conversation
- How to bring up the subject of “opportunity”
- How to get the prospect’s phone number easy and naturally
- How to eliminate no-shows
- How to prospect the opposite gender
- How to overcome follow-up procrastination
- How to have fun prospecting
- 10 things to never say during the first encounter
- 7 common prospecting mistakes (and how to avoid them)
- 1 question prospects always ask, but you never hear

The Network Marketing Magazine is proud to be the first publication to announce the debut of this powerful book. As a subscriber, you are eligible to receive special pricing on *personalized* copies. Visit our store for details [HERE](#).
