

WELCOME

Profit
with
Honor



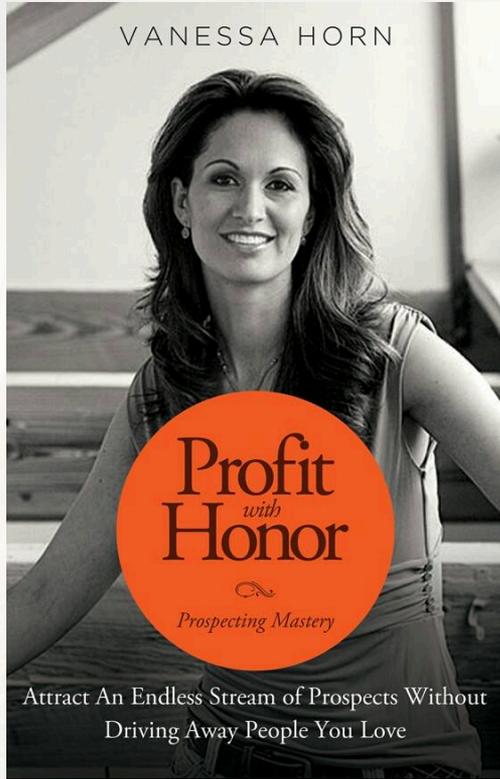
Prospecting Mastery

CLASS 4



Today's Class:

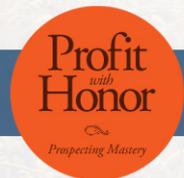
CONNECTIONS THAT CONVERT

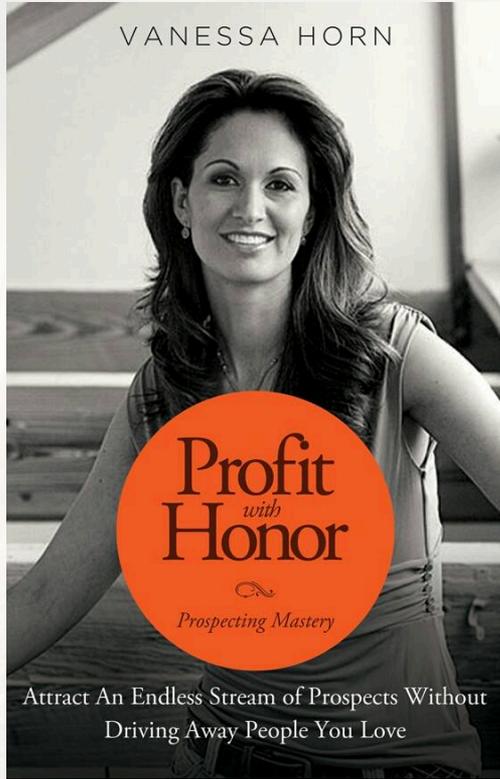


Step-by-Step System:



Identify Your Purpose





Step-by-Step System:



Brand Yourself



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Step-by-Step System:

Step
3

Launch Your Purpose-Driven Brand

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Honor

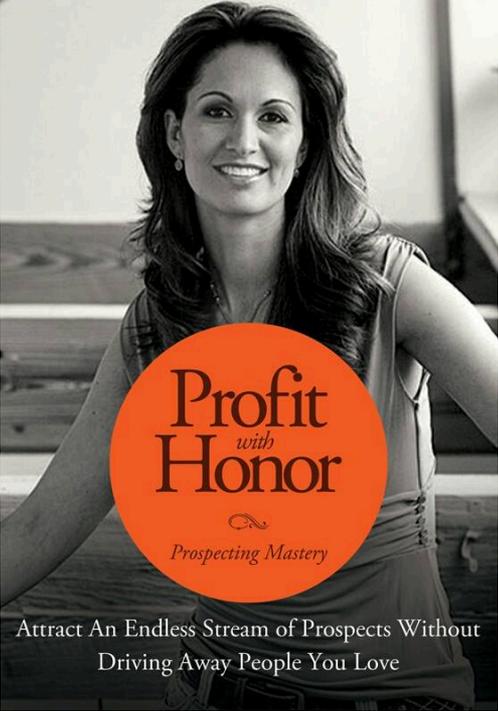
Prospecting Mastery

Attract An Endless Stream of Prospects Without
Driving Away People You Love

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Prospecting Mastery

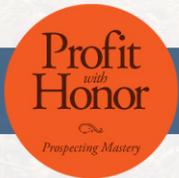
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Step-by-Step System:



Connections That Convert



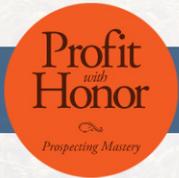
Process of the Baseball Diamond



Track everything on your weekly activity sheet

Weekly Activity Sheet Name _____ Dates _____ Week # _____

Contact List for the Week <small>New contacts or follow-ups with whom I did not previously connect.</small>	Phone #	Pique Interest		Take a Peek		More Information		Close		Helped Rank		Notes
		initial contact	date	First base	date	2nd Base	date	Third Base	date	Home base	date	
1 _____	_____	<input type="checkbox"/>		_____								
2 _____	_____	<input type="checkbox"/>		_____								
3 _____	_____	<input type="checkbox"/>		_____								
4 _____	_____	<input type="checkbox"/>		_____								
5 _____	_____	<input type="checkbox"/>		_____								
6 _____	_____	<input type="checkbox"/>		_____								
7 _____	_____	<input type="checkbox"/>		_____								
8 _____	_____	<input type="checkbox"/>		_____								
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17 _____	_____	<input type="checkbox"/>		_____								
18 _____	_____	<input type="checkbox"/>		_____								
19 _____	_____	<input type="checkbox"/>		_____								
20 _____	_____	<input type="checkbox"/>		_____								



"Successful people are willing to do what unsuccessful people are not." | "Short-term sacrifices for long-term rewards."

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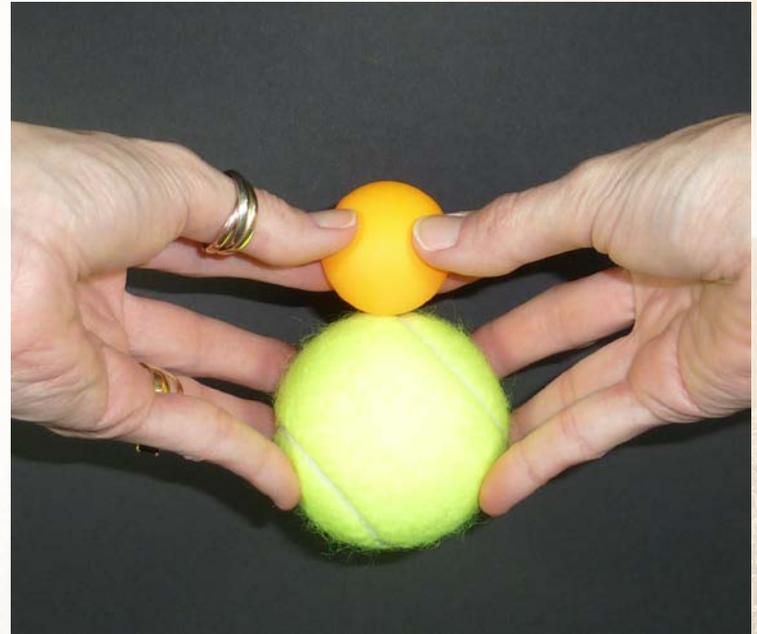
Handling Objections

- Collect Them
- Agree
- Feel, Felt, Found



Get to the true objection

- What is generally the real objection is just fear. They need assurance that it will work. They will FEEL your confidence. That is why it is so important

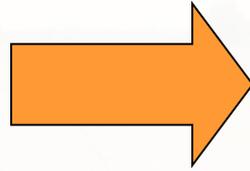


Serve their needs

- Swiss Cheese



What is your transformational statement?



HOW TO GET STARTED

Name _____ Sponsor _____ Date _____

1. PROFILE Which of the following profiles best describes your in Boresha?

- Hobbyist** - I may share with a few friends and family here and there.
- Steady Eddie** - I see the potential, but the timing is not urgent for me. I'm willing to work it steadily.
- Power Player** - I see the BIG picture. I have a HUGE sense of urgency. I'm committed to doing whatever it takes. I'm willing to take away the option to quit.

2. YOUR WHY What is your main motivation to do this?

3. OUR SYSTEM

- Share Boresha's products and opportunity. Looking for customers and other customer gatherers.
- Simple system of duplication... Just get people to take a peek; we'll help you from there.
 - 1. Send link to your website 2. follow up with phone call and 3 way upline. (Think: Duplication)

4. LONG-TERM GOALS

- Determine income level and potentially corresponding rank level.

Write down your goal (income or rank) and give it a date:

Awesome _____ **Good** _____



5. SHORT-TERM GOALS

- Schedule your launch tasting _____
- Write out your list of who you know. Use the memory jogger "Who Do You Know?"
- Contact First 10 within 24 hours
- Get one right/One Left = Diamond
- Help them do the same = Executive Diamond

6. SET UP FOR SUCCESS

- What might be an obstacle you anticipate in building your business? _____
- How will you best overcome it? _____
- Identify the nooks and crannies (time) you will focus on your business _____
It is all about consistency.

7. INITIAL ORDER

BENEFITS OF INITIAL ORDER:

- ✓ Products for personal use
- ✓ Samples
- ✓ Product for compulsive buyers
- ✓ Duplication of team
- ✓ Make your initial investment back as soon as possible!

OPTION 1:

I have \$ _____ to work with.

_____ \$79	_____ \$299
_____ \$157	_____ \$500

Show me the best products to get for my business & my personal use.

OPTION 2:

Choose some of everything:

_____ # of coffee
_____ # of tea
_____ # of ARG Matrix
_____ # of sweetener
_____ # of creamer

Q & A