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*Fisher*

guru 1 eat only these foods never eat those foods go to bed hungry starve all day don't eat anything smell your kale everything must be raw guru 2 wake up at 3 am exercise to exhaustion guzzle two buckets of green tea for nourishment plan each day to the microsecond guru 3 meditate one hour every morning meditate for one hour during lunch meditate with yoga at dinner meditate while broke and jobless stock up on incense this may be true in a perfect world but wait we don't live in a perfect world stuff happens in our real life world life is messy our schedules are chaos we are not iron willed robots self discipline ha who has time for that find your motivation oh sure maybe we can check between the couch cushions we don't crave productivity we crave donuts the reality real humans are flawed snack obsessed and allergic to willpower we need sneaky mind hacks to get stuff done without the guru nonsense no heroics needed no misery required just shortcuts to outwit our prehistoric slacker minds ready to get things done our comfy sofa is waiting let's snaccidentally succeed

two offers one offer is okay the other offer wow which offer will we choose it won't take a rocket scientist to figure this out better offers rock we make offers every day in our network marketing businesses what would happen if our offers were better our prospects would say yes immediately isn't that what we want so how good are our offers now symptoms of a bad offer prospects say they are not interested no one gives us an appointment friends walk on the other side of the street prospects roll their eyes before falling asleep signs of a great offer prospects want to know more smiles drooling eyes dilate with excitement let our competition work hard trying to sell their mediocre offers let them plead beg and suffer frustration we don't have to join them instead let's take our present offers and use the 14 tools in this book to make them awesome there is magic in offers we could be just one awesome offer away from changing our careers forever let's discover how to create that life changing offer now

can we eliminate stress and tension while building our network marketing business absolutely imagine replacing high pressure selling with fun engaging conversations over coffee picture a relaxed atmosphere of open minds connecting with what we offer can

we drink coffee or tea yes can we have pleasant conversations yes will prospects enjoy our coffee meetings yes ah but the best part our prospects think hey i could build this business i don t have to be a sleazy salesperson all i have to do is meet prospects over a pleasant cup of coffee and give them a great option to improve their lives the worst that can happen we both enjoy a great cup of coffee our prospects visualize that they can be successful too just by chatting over coffee we just overcame a common objection our prospects have can i do it the secret to this comfortable and effective way to build our business great first sentences this book is packed with powerful first sentences to capture attention secure coffee appointments spark instant decisions and even how to kickstart conversations over our freshly served coffees no more dread no more fear no more uncertainty about what to say or do start every morning with a smile and think yeah today is a great day for coffee chats with prospects

struggling against the restraints in the dentist s chair i could smell his sadistic and evil garlic breath the lights dimmed terror i knew what was coming next the drill i braced myself as the whirring drill ground deep into my tooth my nervous system short circuited i only saw stars he chuckled hurt i am only getting started i felt panic now you can sit here in the chair while i drill deeper much deeper or you can escape now and go out cold prospecting for your network marketing business rejection is only a few steps away i replied drill deeper the drill pierced my tooth and now entered my jaw i could feel the blood pouring into my mouth the dentist took my muffled screams as a challenge how about now ready to go out prospecting of course i replied drill deeper fear procrastination stress anxiety shortness of breath and no motivation familiar how do we feel before dental surgery what is our mindset if we must juggle three flaming chainsaws do we fear going to a midnight party with flesh eating werewolves and finally how will we act when we don t enjoy building our network marketing business we won t last long if we don t enjoy the journey forget motivational rah rah sessions stop making goal plated vision boards cease the morning affirmation chants of face the fear instead how about learning how to build our business within our comfort zone make every day a happy day let s look forward to the business building activity we will love to do pick wealth freedom and happiness the fun way to build our future

tired of guessing what our sales prospects are thinking need a superpower to turbocharge our sales message serve our prospects

better now by mastering the art of mind reading now we can know exactly what our prospects are thinking and exactly what they want what if we could mentally know what our prospects are going to say so that we are not caught unprepared what if we knew exactly the objections and feelings that hold our prospects back what if we could give our prospects a winning custom solution that fits immediately what if our prospects felt we were a trusted source that helps them instead of a salesperson trying to sell them this is our chance to take our sales message to a higher level where we are talking with the exact conversation that is already in our prospects minds they will love it instant bonding and rapport don't waste time on the wrong conversations now we can save time by engaging with the honest thoughts and feelings of our prospects we know they want what we have to offer all we have to do is talk to the correct conversation they have in their minds mind reading is not about being psychic or manipulative it's about understanding what our prospects are thinking and helping them achieve what they want here are the easy tools and techniques to give us this mind reading superpower now

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