Prospecting for Consultants

The person who is always right:

"Corporate America is the way to go! Network Marketing doesn't work."

People who have to be liked:

If people join them in NWM & they drop out, their feelings are hurt so they drop out.

Find out what they value!

People who are comfortable:

Life can be chaotic or comfortable.

They can have \$\$ or no \$\$.

They are comfortable being at the high end or low end.

People that want to win

no matter what the cost is!
 What they want & what
 they are willing to give up.