

HOW TO GET INSTANT **Trust, Belief, Influence and Rapport!**

**13 Ways To Create
Open Minds
By Talking To The
Subconscious
Mind**



TOM "BIG AL" SCHREITER

How To Get Instant Trust Belief Influence And Rapport 13 Ways To Create Open Minds By Talking To The Subconscious Mind Mlm Network Marketing

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How To Get Instant Trust, Belief, Influence and Rapport! Tom "Big Al" Schreiter, 2019-12-05 Why can't we convince others And why won't people listen We say great things to people We offer great products to prospects We share our vision and passion with others And they don't believe us they don't buy and they don't share our vision and passion We say great things but people don't believe us or act on our message Why Well we don't need more good things to say Instead we need to learn how to get people to believe and trust the good things we are saying already It's not about the price It's not about the salesman's breath It is not about the leader's PowerPoint presentation It is all about the magical first few seconds when we meet people What happens In the first few seconds people make an instant decision to 1 Trust us Believe us Or in the first few seconds people make an instant decision to 2 Turn on the salesman alarm Put on the too good to be true filter Be skeptical Look for the catch This decision is immediate and unfortunately usually final Tom Big Al Schreiter shows us exactly how to build a bond of trust and belief with prospects in seconds How By talking directly to the decision making part of the brain the subconscious mind In this book How To Get Instant Trust Belief Influence And Rapport 13 Ways To Create Open Minds By Talking To The Subconscious Mind we will learn easy four and five word micro phrases and simple natural techniques that you can master within seconds Yes this is easy to do Our message should be inside of other people's heads not bouncing off their foreheads Our obligation is to get our message inside of their heads so they will have options and choices in their lives Now if we can't get people to trust and believe our message then we will effectively be withholding our message from them Use these short easy tested clear techniques to build that instant rapport with other people Then everything else is easy If you are a leader a salesman a network marketer an influencer a teacher or someone who needs to communicate quickly and efficiently this book is for you Order your copy now

How to Build Network Marketing Leaders Volume One Tom "Big Al" Schreiter, 2019-12-06 Do you want to be a leader Or do you want more leaders on your network marketing team The strength of your network marketing business is measured in leaders not in the number of distributors Leaders are the long term foundation of your business Everyone says they want to have more leaders but how How does one find leaders How does one create leaders What are the things we need to teach ordinary distributors to do in order to become leaders Successful leaders have a plan They want to duplicate themselves as leaders This plan doesn't happen by accident Follow this plan Instead of wishing and hoping for leaders this book will give you the step by step activities to actually create leaders Yes there is a plan for building leaders and it is simple to follow Discover how to give ordinary distributors a leadership test to determine if they are ready to enter the path of leadership Then learn how to start their training process with the biggest leadership lesson of all problems When you have an organization of leaders network marketing gets easier Instead of spending the day with repetitive activities with distributors you will enjoy the free time this

business offers Spend the time to build and create leaders and then you will have the freedom to visit the beaches of the world This is the perfect book to lend to a new distributor who wants to build a long term MLM business and would like to know exactly how to build it Creating network marketing leaders should be the focus of every business builder Order your copy now [How to Build Your Network Marketing Business in 15 Minutes a Day](#) Keith Schreiter,Tom "Big Al" Schreiter,2019-11-02 Too busy to build a network marketing business Never Anyone can set aside 15 minutes a day to start building their financial freedom Of course we would like to have more time but in just 15 minutes we can change our lives forever How can we do this With hyper efficient ninja tricks shortcuts and focus on the activities that will pay off now Learn how to make invitations and appointments in seconds with no rejection Get immediate decisions from our prospects without long boring sales presentations Instead of chasing people plant seeds so they will come to us And follow up Easy when it is automated And what is the best part about having the skills to build in minimal time Now we can talk to even the busiest of prospects and assure them they can fit our business into their schedule Never worry about the I don t have time objection again Don t let a busy life stop us from building our future Discover the skills to change our lives in just 15 minutes a day Order your copy now [3 Easy Habits for Network Marketing](#) Keith Schreiter,Tom "Big Al" Schreiter,2019-12-05 Let our subconscious mind build our network marketing business How Through the power of automatic habits How do I start my network marketing business What should I do first How do I make consistent progress What if I don t know what to do These are questions we ask when we start our network marketing business What we need is a Magic pill Creating three simple habits is that magic pill Tying our shoes brushing our teeth and driving the same route every day all are habits So why can t we create three automatic habits that effortlessly move us to network marketing success Well we can Every new distributor needs habits Every experienced leader needs habits When our team has habits that build consistently we can push our business into momentum Now instead of using the weak willpower of our conscious mind let s use the huge and automatic forces in our subconscious minds to achieve the success we want In this book we will learn how to 1 Create simple automatic habits 2 Use three rejection free habits that anyone can do 3 Repeat Here is our chance to use habits to create a powerful stream of activity in our network marketing business Consistent automatic activity in the right direction momentum Start your team off right with these three powerful habits Make their success inevitable Order your copy now [Secrets to Mastering Your Mindset](#) Keith Schreiter,Tom "Big Al" Schreiter,2021-03-11 This is the one thing we can control We can change our mindsets in one second There is no cost It s free to do The world responds giving us better results Instead of letting our mindsets control us here is our chance to determine our future Our first surprise is that nature gives us a negative mindset We have programs that fear everything Nature wants us to survive Surviving is good but achieving is great And what about others Can they affect our mindsets Certainly if we let them This book gives us the tools to take control of our minds Why be victims when we can be victors Not only can we use these mindset skills for our personal success but we can also

change the mindsets of others We can put our groups on the path to more positive outcomes and growth What is magical about changing our mindsets Other people can detect our mindsets and will react to them This is how we can affect the outcomes in our lives So even before we help others change their mindsets our personal mindsets give us a big head start toward our goals Why wouldn't we change our mindsets Because we don't know how Let's learn the precise skills to make this happen

How To Prospect, Sell and Build Your Network Marketing Business With Stories Tom "Big Al" Schreiter, 2019-12-06 One tiny story changes everything A ten second story equals the impact of 1 000 facts Now we can use micro stories to communicate our network marketing message in just seconds Our prospect becomes involved in the story and instantly sees what we see And isn't that what we want Forget the flip chart the presentation book the website the PowerPoint and the video Instead use stories to get that Yes decision now Later we can do our boring fact filled presentation As an added bonus stories answer objections No more frustration or push back from negative prospects And of course stories are easy to remember both for us and our prospect Here are the actual stories I use word for word Join the top earners now and become a professional storyteller Order your copy now and start enjoying some great MLM and network marketing stories to move your business forward

[The Complete Three-Volume Network Marketing Leadership Series](#) Keith Schreiter, Tom "Big Al" Schreiter, 2019-12-05 Build Network Marketing Leaders Faster Much Faster Entire three book leadership series by Tom Big Al Schreiter and Keith Schreiter Book 1 How To Build Network Marketing Leaders Volume One Step by Step Creation of MLM Professionals shows us how to locate the best leader candidates and how to groom them for leadership Learn exactly what to say and exactly what to do to change their attitudes their thinking and their results Why Because leaders are everything in network marketing These are the long term producers that leverage our income We have limited time We can only work with a limited number of distributors So we must duplicate ourselves through our leaders Ask yourself Do you want to be a leader Or do you want more leaders on your network marketing team Everyone says they want to have more leaders but how How does one find leaders How does one create leaders What are the things we need to teach ordinary distributors to do in order to for them become leaders This plan doesn't happen by accident Instead of wishing and hoping for leaders this book will give you the step by step activities to create leaders Yes there is a plan for building leaders and it is simple to follow Discover how to give ordinary distributors a leadership test to determine if they are ready to enter the path of leadership Then learn how to start their learning process with the biggest leadership lesson of all problems Book 2 How To Build Network Marketing Leaders Volume Two Activities and Lessons for MLM Leaders takes our potential leaders and expands on what they can do to grow their teams faster No one is a natural born leader Babies aren't given a manual on how to be an adult Adulthood is learned from others So how will we teach eager distributors to become leaders By showing participating experiencing and of course sharing stories Yes they could imitate us to become leaders but not everyone is created the same with the same set of skills or advantages So there must be common lessons everyone can learn for

leadership Inside this book you will find many ways to change people's viewpoints to change their beliefs and to reprogram their actions And when these three things change the results will naturally change too The earnings from developing one good leader could dwarf the monthly payout of almost any retirement plan Book 3 Motivation Action Results How Network Marketing Leaders Move Their Teams adds another 172 pages of step by step actions and campaigns to make our leaders the best they can be Getting results from the team is the measurement of true leadership Want to motivate your network marketing team into action We don't have to be a screaming drill instructor to get the job done Through contests recognition goal setting fill out forms personal development and other motivational techniques we can do our part to create momentum in our teams Our new distributors need motivation to overcome the negativity of their initial prospects Our experienced distributors need motivation when they run out of prospects to talk to Learn the motivational values and triggers our team members have and learn to use them wisely By balancing internal motivation and external motivation methods we can be more effective motivators We can teach our team exactly what to do However we must motivate them to do it Enjoy this book of case studies and examples of exactly how to be a motivating team leader We can't do all the work ourselves We need help Put your team into momentum Order The Complete Three Volume Network Marketing Leadership Series now [How To Build Your Network Marketing Nutrition Business Fast](#) Keith Schreiter, Tom "Big Al" Schreiter, 2020-04-22 Do we sell nutrition products Diet products Other health products Let's make our business easy How By learning exactly what to say and exactly what to do This book contains step by step instructions on how to get quick yes decisions with no rejection When we remove the feeling nervous factor we can approach anyone Afraid to make a call for an appointment No problem We can make it easy for our prospects to say yes by customizing what we say to the three unique types of prospects We don't want to say the same things to a close friend that we would say to a cold prospect Once we have people to talk to and they feel excited about our message we must customize what we say for the decision steps in their brains That is how we eliminate our prospects anxiety by completing the four core steps in seconds With clear examples of a one minute presentation a two minute story where to get great prospects and how to handle the most common objections this is the complete starter manual for a successful health and nutrition network marketing business Prospects have questions This approach naturally answers their questions before they arise They will elevate us to mind reader status and instantly connect with our message Prepare yourself for magic conversations that put your business into momentum **The Two-Minute Story for Network Marketing** Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-02 Worried about presenting your business opportunity to prospects Here is the solution The two minute story is the ultimate presentation to network marketing prospects When our prospects see the big picture they make decisions immediately No more I need to think it over objections In less than two minutes our prospects will move forward ready to join This presentation requires no flipcharts videos research reports testimonials PowerPoint slides or graphics All it takes is a simple two minute story that we customize for our prospects

Forget all those boring presentation information dumps of the past Instead let's talk to our prospects in the way they love Prospects enjoy a short story Telling stories reduces our stress since stories are easy to remember Plus this story is 100% about our prospects That means we become instantly interesting to our prospects and they will listen to every word we say Now our prospects can see and feel what our business means to them Enjoy connecting with prospects with no rejection and no objections Prospects will love how we simplify their decision to join and make it stress free This is so much fun that now our entire team can't wait to talk to prospects And for us We will love helping prospects see what we see so they will ask to join our business The two minute story is the best way to help your prospects to join Scroll up and order your copy now

How to Follow Up With Your Network Marketing Prospects Keith Schreiter, Tom "Big Al" Schreiter, 2019-12-05 Not every prospect joins right away They have to think it over review the material or get another opinion This is frustrating if we are afraid to follow up with prospects What can we do to make our follow up efforts effective and rejection free How do we maintain posture with skeptical prospects What can we say to turn simple objections into easy decisions for our prospects Procrastination stops and fear evaporates when we have the correct follow up skills No more dreading the telephone Prospects will return our telephone calls And now we can look forward to easy bonded conversations with prospects who love us Prospects want a better life They are desperately searching for 1 Someone to follow 2 Someone who knows where they are going 3 Someone who has the skills to get there We have the opportunity to be that guiding light for our prospects When we give our prospects instant confidence contacting our prospects again becomes fun both for the prospects and for us Don't we both want a pleasant experience Don't lose all those prospects that didn't join on your first contact Help reassure them that you and your opportunity can make a difference in their lives Use the techniques in this book to move your prospects forward from Not Now to Right Now Scroll up and order your copy now

How To Meet New People Guidebook Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-03 Do you want to meet new people easily Want to bond with new people quickly Instantly remove fear shyness and rejection Follow these little formulas for stress free introductions and conversations with strangers Meeting new people is easy when we can read their minds Discover how strangers automatically size us up in seconds using three basic standards Once we know how and why strangers will accept us meeting new people is easy We can control the outcome We don't have to be a psychologist or an outgoing superstar All we have to do is use these little formulas to instantly bond with the new people we meet Can we feel good about meeting new people Absolutely Instead of dreading that first encounter we will look forward to meeting new people and controlling the outcome Our fears go away when we know how to engage people successfully The payoff for learning this skill Think of the power we will have to create new contacts new networks new business and new friends And we can use this skill anywhere anytime on demand when we need it Make meeting new people an awesome experience Order your copy now

The Four Color Personalities For MLM Tom "Big Al" Schreiter, 2019-12-05 Mind reading fun When we know how prospects think selling and sponsoring are easy Read deep inside

our prospects minds with this easy skill Our prospects have a different point of view So how do we talk to prospects in a way they get it and enjoy our message By quickly identifying our prospect s color personality Discover the precise magic words to say to each of the four personalities This isn t a boring research textbook on the four different personalities This book shows a fun easy way to talk to our prospects based on how they see and feel about the world The results are stunning Shy distributors become confident when they understand how their prospects think Experienced distributors have short conversations that get prospects to join immediately Why be frustrated with prospects Instead quickly discover the four personalities in a fun way that we will always remember We will enjoy observing and analyzing our friends co workers and relatives and we will see the way they see the world It feels like we have 3D glasses in our network marketing career Of the 25 skills this is the first skill that new distributors should learn Why 1 It gives new distributors instant confidence 2 It eliminates rejection 3 It helps prospects listen with open minds 4 It gets instant results What could be better than that We won t have to look for great prospects when we know the four color personalities We will have the ability to turn ordinary people into hot prospects by recognizing their color personalities and by saying the right words By using humorous slightly exaggerated examples of the four personality traits we will remember this skill and can use it immediately Life is more fun when we are the only one with the 3D glasses This is the one skill that we will use every day for the rest of our lives Get ready to smile and achieve immediate rapport and quick results Order your copy now

First Sentences For Network Marketing Tom “Big Al” Schreiter,2019-12-06 Prospects make shallow instant judgments We want prospects to judge in our favor Is our first sentence good enough Our first sentence choices will interest and engage our prospects or turn off their confidence in us Do our new distributors have proven first sentences that work Do we Are we creating new first sentences with trained formulas What happens when our distributors don t have effective an first sentence They stop talking to prospects Game over Our prospects guard their time They give us a chance for about a sentence Then they decide to proceed with our conversation or not Let s wow our prospects in our first few seconds Discover many types of successful fun first sentences in this book that get positive reactions from our prospects We can t start with a second sentence so our first sentence better be good Order your copy now

Big Al’s MLM Sponsoring Magic Tom “Big Al” Schreiter,2019-12-06 What should a new distributor do first So much for the new distributor to learn only part time hours but they need to build quickly MLM is different than a regular job Every new person in your business should have a copy of this book to guide them in the early days of their network marketing career This book shows the beginner exactly what to do exactly what to say and does it through the eyes of brand new Distributor Joe Big Al teaches Distributor Joe a very basic system to get to 100 distributors fast Using just a few contacts and a very simple rejection free appointment and presentation system Distributor Joe learns by observing and thus builds leadership skills instantly The magic script to help every new distributor get his first network marketing distributor makes it easy to build deep In a few words or examples Big Al brings to light the real answers

to network marketing leadership challenges You ll find the same humor and directness that has endeared Big Al to his workshop audiences throughout the world Published as Big Al Tells All Sponsoring Magic in 1979 and revised in 1985 and 1999 this latest revision includes updates to match the changes in the network marketing industry It still retains the classic techniques that are essential to successful network marketing Every new person deserves instant success in MLM so why not use this easy system to get them started fast Motivation attitude positive attitude and philosophy are great but at some point every new MLM distributor has to learn the skills of what to say and do This is the book they need Big Al s MLM Sponsoring Magic How To Build A Network Marketing Team Quickly is a fun and fascinating network marketing system that every new distributor enjoys What a great way to start off a new distributor s career with this easy to read book Order your copy now

Breaking the Brain Code Keith Schreiter,Tom "Big Al" Schreiter,2021-05-18 Will pressing the elevator button three times put it into faster mode Did we break the secret elevator code No We all look for ways to break the hidden codes in our lives Why To better understand our world Or maybe to discover shortcuts It is the same when we try to understand our brains and the brains of our prospects We wonder Why does my brain work against me What is my brain doing while I am not paying attention How do I break through the irrational defenses of my prospects What can I say to get through to prejudiced prospects Can I do something to change other people s minds How can I understand my own irrational brain It is hard to play the game if we don t know the rules Our brains operate in strange ways but many of these quirks are consistent We can learn some of these special brain rules and work with them If we don t we ll simply walk away muttering I just don t get it Nothing makes sense So instead of cursing the darkness enjoy learning new and better ways to understand how we and our prospects think and act We will smile as we learn how to deal with the 3 pound challenges inside our skulls And the bonus We will recognize these irrational brain rules as they play out in real life With knowledge comes power **Public Speaking Magic**

Mark Davis,Tom "Big Al" Schreiter,2019-12-06 Instant rapport with the audience They are smiling leaning forward ready to listen Fear stops people from public speaking Everyone wants to be liked but the pressure gets in the way So we avoid it In a speech presentation webinar or even a casual conversation we have just a few seconds to prove we are interesting and valuable How can we capture our audience s attention immediately By mastering our first 20 seconds We can forget about fancy tricks jokes and manipulation By using any of the three major openings in this book we can confidently start our speeches and presentations without fear Our obligation is to get our audience to hear believe and want to be there After that the rest is easy Mark Davis is a public speaking coach and keynote speaker for business conferences in addition to conducting public speaking workshops Tom Big Al Schreiter speaks to network marketing groups around the world Order your copy now

Mind Reading for Network Marketing Keith Schreiter,Tom "Big Al" Schreiter,2023-03-01 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 **The Happy Network Marketer** Keith Schreiter,Tom "Big Al" Schreiter,2022-09-01 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 Hooks! The Invisible Sales Superpower Keith Schreiter,Tom "Big Al" Schreiter,2021-11-16 We talk Our prospects have a choice 1 Continue thinking about their interesting lives or 2 Stop what they are thinking and listen to someone they don t care about Ouch We can t succeed if no one listens to our message But how do we get prospects to pay attention to us With hooks strong openings that capture their curiosity What kinds of hooks can we learn Curiosity hooks Magic phrases Humor hooks Shocking facts Quiz openings Challenges Story hooks and more We want our prospects to think This is interesting Please continue We don t have to be creative Let the simple lessons examples and templates in this book help us create professional hooks that work No more presentations to people who fake their attention No more nerve racking encounters with uninterested prospects Let s feel confident that we can deliver our message to attentive prospects every

time **Why Are My Goals Not Working?** Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-03 Can goals be easy What is the secret Some goals feel difficult Other goals feel easy to achieve Why is this There are many factors that can help us or sabotage us on our way to achieving our goals Once we understand these building blocks we can put them to use to design goals that work for us Building blocks Think of them as tools that remove difficulty and enhance achievement Look at these five common sense ideas that help First humans are short term thinkers Our initial goals need short timelines We also have short term memories Second our initial goals should be small We need to build our goal achieving muscles This will give us confidence Third we must understand our personality style This is what sabotages most goals If our goals are not in alignment with our personality it all goes wrong fast Fourth do our goals match our internal core values If not how can we be motivated when we feel that nagging doubt Fifth instead of using willpower could we put mini habits to work instead This would take away our mental stress Setting goals that work for us is easy when we have guidelines and a checklist Don't feel guilty for not achieving your goals Instead feel the adrenaline rush of success each time you achieve your new goals Scroll up and order your copy of this book now

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