

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

Keith Schreiter, 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:

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 **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 **The Two-Minute Story for Network**

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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

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

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

[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 **How To Get Your Prospect's Attention and Keep It!** Keith Schreiter,Tom "Big Al" Schreiter,2019-10-26 Two distributors meet the same prospect One distributor gains a new team member The other walks away empty handed What was the difference The words they used Certain phrases hold our prospects attention long enough for us to deliver our sales message Prospects have one focused thought at a time We want that thought to be about us The most important currency of this century Attention Everyone is fighting for our prospects attention Intrusive ads notifications shiny objects constant messaging and more combine to pull our prospects attention away from our offer We want effective phrases for Clearing distractions from our prospects minds Closing our prospects Getting final decisions Reading our prospect s minds Engaging prospects during presentations Removing rejection Bonding with our future team members In seconds we can take control of our prospects minds and deliver our concise message Now they can fairly decide if our sales message will serve them or not Getting attention is the easy part Keeping that attention requires using these magic phrases to ward off distractions The rewards are huge when we master the art of controlling attention We deliver a great sales message and prospects hear it Prospects are smart They have common sense They will gladly take action on what serves them best Stop delivering presentations sales messages and benefits to prospects who are not mentally engaged Instead make full use of these magic phrases and become the most interesting person of the moment Order your copy now

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 *51 Ways and Places to Sponsor New Distributors* Keith Schreiter,Tom "Big Al"

Schreiter,2019-12-06 Where can you find great prospects for your network marketing business Who are the best prospects Where can you find groups of these prospects And how can you attract these prospects to you and your multilevel marketing business In this book 51 Ways and Places To Sponsor New Distributors you will learn the best places to find motivated people to build your team and your customer base So instead of searching and wasting time you can get right to the very people who want your business and products Why 51 different ways and places Because not everyone wants to build a business the same way Some people are comfortable on social media Other networkers like building in person Or maybe you just like using the telephone from the comfort of your home And no matter which method you prefer other people in your group may choose another method to build their businesses There s something for everyone Talking to people at random is fine But if you want to build your organization fast you want to target your efforts directly to prospects who want your opportunity and products Save time Save energy Focus on prospects who feel now is the best time for them to make a change in their lives Whether you choose the Stair Step Technique the Bird Dog Technique or a Promotion Party you will actively fill up your calendar with great appointments for your presentations Just pick one that is comfortable for you and start building today Order your copy now **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 **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 **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

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 [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 *What Smart Sponsors Do* Keith

Schreiter, Tom "Big Al" Schreiter, 2020-11-27 Prospecting Presentations Closing Enrolling These are the easy steps Now the hard work begins Our new team members know nothing They think What do I do first I don't have a business plan I only have the skills from my old profession but not the ones I need for this new network marketing profession Where do I start Here is the problem New team members don't know what they don't know They don't know what they should ask us This is how they start and yet we expect them to be successful on their own This book shows us how we can serve our new team members better We will learn how successful sponsors kickstart their team's success by building the strongest foundation possible Here are just a few of our new team members questions that we need to answer Which direction do I go first How long is long term What if I feel unmotivated How can I handle resistance What if others tell me I made a bad decision How can you keep me on track We will use the best teaching skills available like analogies and stories to develop successful mindsets in our new team members Get ready to become an awesome sponsor

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

Ice Breakers! Tom "Big Al" Schreiter, 2019-12-05 Want to get your MLM and network marketing prospects to beg you for a presentation by using Ice Breakers You can turn any warm or cold prospect into a hot prospect wanting to know all about your business How By learning how to effectively introduce your business into a social conversation with an easy rejection free sequence of just a few words Prospects want what you have to offer but they are afraid of someone selling them However prospects love to buy and join So why not use socially acceptable word sequences that compel any prospect to literally beg you for a presentation This book contains several effective formulas with many examples of each formula that you can use or modify Once we know how the formulas work we can create unlimited Ice Breakers on demand to use and pass on to our downline Your distributors will no longer be afraid of prospecting instead they will love prospecting It is much more fun when we are in control Distributors want to work hard but just don't know what to say Their opening random remarks ruin their chances and they suffer bad experiences That

experience trains them to avoid prospecting But with trained words and phrases everything changes Quick and positive results Prospecting is fun again Enjoy learning how to prospect negative people positive people relatives co workers strangers leads cold prospects anyone by using fun Ice Breakers that even the prospects enjoy Spend the entire week giving presentations instead of spending the entire week looking for someone to talk to And never again will you have to hear one of your distributors complain I just don t have anyone to talk to Ice Breakers are the best way to energize your MLM and network marketing business Order your copy now **Start SuperNetworking!** Keith Schreiter, Tom “Big Al”

Schreiter, 2019-12-06 Selling is easy when you have pre sold prospects coming to you Whether you are a small business a network marketer or a professional salesman prospects that have been pre sold by your personal networking group make your business easy and enjoyable Forget cold leads cold calling expensive advertising and lukewarm referrals Leave the world of hard prospecting behind and start your own personal networking group Have your fellow members bring new pre sold customer and prospects to you weekly The best salesmen and the best business owners have strong personal networks Our relationships are the most important lead generation tool we have Our best long term strategy is to build a personal networking group where we are the organizer and the focus of all of our members Start SuperNetworking makes this process simple with five easy steps Step 1 is finding the best place to meet Step 2 is how to invite your members Step 3 is training your members to pre sell you and your business Step 4 is how you will set the example for your members Step 5 is duplicating your personal networking group to expand your business Once you have this business model in place you will never go back to the old ways of prospecting advertising and marketing your business again Use these tested clear techniques to build your personal networking group and then everything else is easy If you are a leader a business owner a salesman a multilevel marketer or someone who needs more leads and pre sold prospects this book is for you Order your copy now **The Everyday Networker** Keith Schreiter, 2024-09-12

Is Network Marketing too good to be true You are probably well aware of the possibilities the direct selling industry offers including exceptional income potential and the ability to earn luxury travel and other achievement awards Then there are the often unexpected benefits of personal development and professional growth that change people s lives in countless ways When you re looking up from the bottom of the career ladder the success of those who have reached the very top of your company may appear out of reach maybe even too good to be true You may even wonder if those incredible rewards are for everyone or only the elite few who know all the secrets Here s the truth Network marketing is a tool YOU can use to build your dream life Using any tool effectively and efficiently requires training and practice You can certainly dive in and learn as you go Or you can benefit from others experience and wisdom and dramatically speed up the learning process Yes there are aspects of this business behaviors mindsets and habits that make this tool more effective and efficient but they aren t secrets They are available to you right now In The Everyday Networker we invited ten up and coming network marketers to share their insights and lessons they ve

learned along the way Their inspiring stories varied backgrounds and different personalities are a reminder that with the right training and practice people from every walk of life can use network marketing to create a life they love The practical strategies they share will equip you to take the next step forward in your business You ll learn how to set and achieve your goals find mentors who will propel your progress improve your sales and recruiting skills manage your mindset and focus on what s possible deal with setbacks and make the most of your wins build a successful business based on what is important to you Learn how to use this tool to your advantage Discover how to make network marketing work for you

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

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