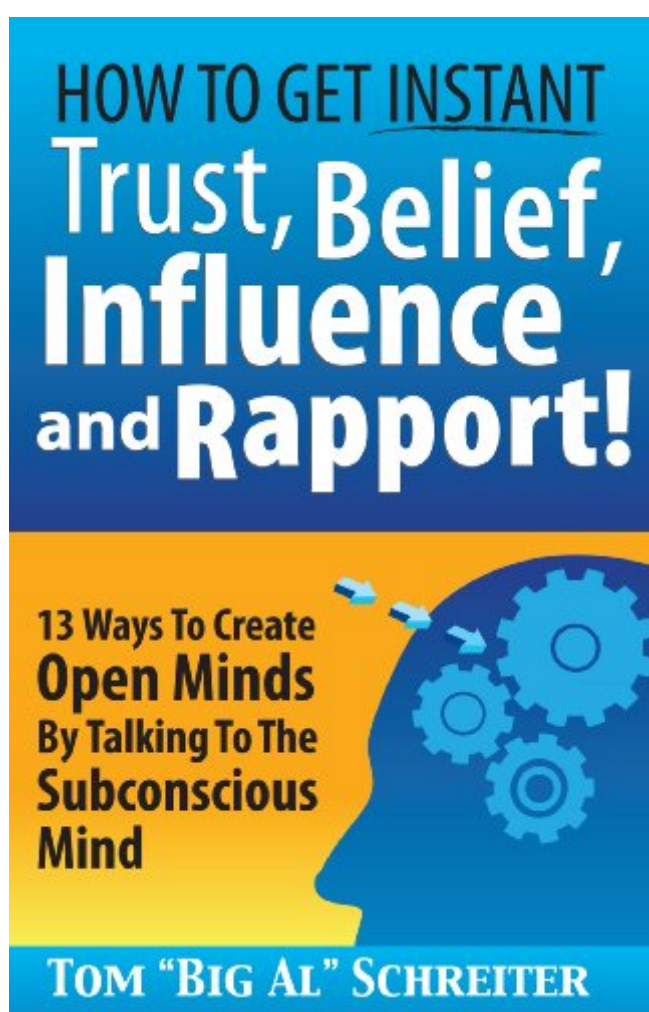


The book was found

# How To Get Instant Trust, Belief, Influence And Rapport! 13 Ways To Create Open Minds By Talking To The Subconscious Mind (MLM & Network Marketing)



## Synopsis

Why can't salesmen sell? And why won't prospects listen? We offer great products to prospects. We say great things to people. We share our vision and passion with others. And they don't buy, they don't believe us, and they don't share our vision and passion. We say great things, but people don't believe us, and they don't trust us. So 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 presentation. It's not about the price. It's not about the salesman's breath. It is not about the leader's Power Point 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 you. Believe you. or 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 that 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," you 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! Your message should be inside of other people's heads, not bouncing off their forehead. Your obligation is to get your message inside of their heads so they will have options and choices in their lives. Now, if you can't get people to trust and believe your message, then you will effectively be withholding your message from them. Use these tested, clear techniques to build that instant rapport with other people and 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. Scroll up and order your copy now.

## Book Information

File Size: 1797 KB

Print Length: 90 pages

Page Numbers Source ISBN: 1892366045

Simultaneous Device Usage: Unlimited

Publisher: Fortune Network Publishing; 1 edition (September 14, 2013)

Publication Date: September 14, 2013

Sold by: Digital Services LLC

Language: English

ASIN: B00F9HQOMW

Text-to-Speech: Enabled

X-Ray: Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #70,325 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #20 in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Marketing > Multilevel #48 in Kindle Store > Kindle eBooks > Business & Money > Marketing & Sales > Advertising #60 in Books > Business & Money > Marketing & Sales > Marketing > Multilevel

## Customer Reviews

There were so many glowing reviews of this book that I decided to check it out. When I started searching for a book to read on marketing, I was hoping to find something that applied psychology to the process. The subtitle "13 ways to create open minds by talking to the subconscious mind" drew me in. Perhaps I'm biased by having dated a psychologist for 3 years, I'm not sure. Suffice it to say, it's unlikely that anything in this book is based on any peer-reviewed clinical research, or anything even remotely close to scientific process, thus I believe the statement about learning to talk to the subconscious mind is at best, a false premise. He spends a lot of time talking about opening lines to develop rapport and he (in my opinion) devotes too much ink to filling the pages with such examples (as if he were trying to fill space in the book to give it a higher page count?). The premise is that to develop rapport you have to say something that the prospect can believe within the first few seconds of meeting you. Here's some of the examples he gives if you're trying to sell a car: "People judge you by your car. It's not fair, but true." "A new car makes us feel good. We deserve a little joy every day." And some examples for selling diet products: "Dieting is difficult and we just don't have time to exercise." "Starving ourselves won't work, we all need to eat." "Does anyone feel like they're listening to a ridiculous infomercial? Does anyone feel like they're about to be pitched to? That's what my perception was within the first nanosecond of reading those phrases. There's a myriad of similar examples just as ridiculous.

[Download to continue reading...](#)

How To Get Instant Trust, Belief, Influence and Rapport! 13 Ways To Create Open Minds By Talking To The Subconscious Mind (MLM & Network Marketing) How to Get Instant Trust, Belief, Influence, and Rapport!: 13 Ways to Create Open Minds by Talking to the Subconscious Mind

Online MLM Marketing - How to Get 100+ Free MLM Leads Per Day for Massive Network Marketing Success (Online MLM Training Series) Network Marketing : How To Recruit Prospect Step By Step From Newbies To Professional in network marketing: network marketing, multiple marketing, MLM, ... Step from Newbies to Professional Book 5) Network Marketing Success Blueprint: Go Pro in Network Marketing: Build Your Team, Serve Others and Create the Life of Your Dreams (Network Marketing ... Scam Free Network Marketing) (Volume 1) The Four Color Personalities For MLM: The Secret Language For Network Marketing (MLM & Network Marketing Book 2) How to Build Network Marketing Leaders Volume One: Step-by-Step Creation of MLM Professionals (MLM & Network Marketing Book 5) Network Marketing: Network Marketing Recruiting for Facebook: How to Find People to Talk to and What to Say When You Do (MLM Recruiting, Direct Sales, Network Marketing, Home Business) Network Marketing For Introverts: Guide To Success For The Shy Network Marketer (network marketing, multi level marketing, mlm, direct sales) Internet Marketing For Network Marketers: How To Create Automated Systems To Get Recruits and Customers Online (network marketing, mlm, direct sales, home based business) Trust: Mastering the 4 Essential Trusts: Trust in God, Trust in Yourself, Trust in Others, Trust in Life Marketing: Facebook Marketing For Beginners: Social Media: Internet Marketing For Anyone That Is New To Online Marketing (marketing strategy, network marketing, ... marketing analytics, marketing books 1) Network Marketing: Master Plan: How to Go From Newbie to Network Marketing Rock Star in Less Than a Year (Multilevel Marketing, MLM) Body Language: Discover How To Connect, Analyze And Influence People In A Subconscious Level By Understanding Their Nonverbal Communication (Behavior, ... Mind, Mind Power, Brain Hidden Power) How to Follow Up With Your Network Marketing Prospects: Turn Not Now Into Right Now! (MLM & Network Marketing Book 4) Network Marketing: It Works! Jumpstart Guide to Success - Promote, Prospect & Party (Network Marketing, MLM, It Works) 26 Instant Marketing Ideas to Build Your Network Marketing Business: Powerful Marketing Tips & Campaigns to Build Your Business F-A-S-T! Ice Breakers! How To Get Any Prospect To Beg You For A Presentation (MLM & Network Marketing Book 1) Master Your Mind: Achieve Greatness by Powering Your Subconscious Mind Instant Rapport

[Dmca](#)