

MLM Wealth Training .COM

MODULE: **12**

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COMMUNICATION SKILLS: 24 MISTAKES PEOPLE MAKE





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COMMUNICATION SKILLS TAKE TIME AND EFFORT TO PERFECT AND THERE ARE MANY MISTAKES THAT PEOPLE MAKE WITHIN THEIR VERY FIRST 24 HOURS OF NETWORK MARKETING. THE VIDEO FOR THIS MODULE DISCUSSES THE 24 MOST COMMON MISTAKES WHICH OFTEN CAUSE PEOPLE TO SABOTAGE THEIR OWN CONVERSATIONS AND LOSE POTENTIAL LEADS. THESE MISTAKES ARE AS FOLLOWS.

- HYPING SOMETHING UP TOO MUCH. IT IS IMPORTANT TO CONTAIN YOUR EXCITEMENT.
- CONFRONTATION. AVOID ARGUING AND INSTEAD, WE SHOULD RELATE AND IDENTIFY.
- TRYING TO ALWAYS BE RIGHT. LET THE OTHER PERSON BE RIGHT SOMETIMES.
- TRYING TO PLEASE EVERYONE. THIS LOOKS SUPERFICIAL AND CAN COME ACROSS NEEDY.
- NOT USING A SENSE OF MYSTERY. IT IS IMPORTANT NOT TO TALK TOO MUCH AND GIVE TOO MUCH AWAY.
- NOT ASKING ENOUGH QUESTIONS AND GIVING PEOPLE TIME TO RESPOND.
- LOSING CONTROL OF THE CONVERSATION. WE SHOULD ASK THE MAJORITY OF THE QUESTIONS AND DEFLECT THEIR QUESTIONS AT TIMES.
- NOT FOCUSING ON RELATING TO AND IDENTIFYING WITH PEOPLE.
- NOT PROPERLY FOLLOWING PROVEN SCRIPTS. THESE ARE PROVEN METHODS USED BY THE EXPERTS – DON'T GET SIDE-TRACKED.
- BEING AFRAID OF BEING REJECTED. IF YOU AVOID BEING CONFRONTATIONAL, THEN YOU PROBABLY WON'T BE REJECTED.
- NOT CREATING A COMFORTABLE DIALOGUE. BE CONFIDENT, SINCE PEOPLE WILL BE INSPIRED BY CONFIDENCE.
- GETTING TOO DEFENSIVE. KEEP CONTROL OF THE CONVERSATION BY LISTENING INSTEAD OF GETTING ON THE DEFENSIVE.
- NOT BEING PRESENT. PEOPLE CAN FEEL WHEN YOU'RE NOT REALLY 'THERE' AND WHEN YOU'RE NOT PAYING ATTENTION TO THEM.
- FORGETTING TO MIRROR AND MATCH PEOPLE. MIRROR THE PEOPLE WHO KNOW THE BUSINESS IN ORDER TO IMPROVE YOUR SKILLS AND BECOME A BETTER COMMUNICATOR.



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- **HAVING NO SENSORY ACUITY. IT IS IMPORTANT TO KNOW WHAT IS HAPPENING AROUND YOU AND READ BODY LANGUAGE.**
- **ASKING QUESTIONS WHICH ARE EASY TO SAY 'NO' TO. INSTEAD, ASK QUESTIONS WHICH HAVE MULTIPLE CHOICE ANSWERS.**
- **NOT BEING EMPATHETIC. EMPATHIZE WITH PEOPLE TO AVOID BEING CONFRONTATIONAL.**
- **USING WEAK LANGUAGE. THIS INSPIRES DOUBT. INSTEAD, USE STRONGER, MORE POWERFUL LANGUAGE.**
- **SOUNDING LIKE YOU ARE READING FROM A SCRIPT. RON REMINDS US THAT WE SHOULD MAKE THE SCRIPT OUR OWN BY REPEATING IT TO OURSELVES 21 TIMES.**
- **ASSUMING THAT PEOPLE THINK LIKE YOU. INSTEAD, LET PEOPLE TALK ABOUT THEMSELVES AND ASK QUESTIONS. JOE DISCUSSES THE FOUR CONVERSATION TYPES; TELLING, DISCUSSION, DIALOGUE AND COMMAND.**
- **NOT PROTECTING YOUR ENVIRONMENT. IT IS IMPORTANT TO LIMIT DISTRACTIONS SO THAT YOU CAN FOCUS ON KEEPING CONTROL OVER THE CONVERSATION.**
- **NOT CREATING AND SUSTAINING INTEREST. INSTEAD, LEAD THE CONVERSATION BY KEEPING PEOPLE TALKING ABOUT THINGS THEY LIKE.**
- **APPEARING NEEDY OR UNPROFESSIONAL. THIS IS ONE OF THE MOST EFFICIENT WAYS TO REPEL PEOPLE.**
- **NOT BEING IN A PEAK STATE WITH A GREAT ATTITUDE. PEOPLE OFTEN DECIDE WHETHER OR NOT TO BUY A PRODUCT BY THE WAY YOU REPRESENT IT. SALES AND LEADERSHIP IS THE TRANSFERENCE OF EMOTIONS.**



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THE 24 MISTAKES PEOPLE MAKE IN THE FIRST 24 HOURS OF GETTING STARTED... AND ARE STILL MAKING TODAY

AM I S _____ MY CONVERSATIONS?

OUR B _____ S _____ ARE HOW WE S _____ OUR OWN SUCCESS IN CONVERSATIONS.

MISTAKE # 1: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 2: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 3: _____

I WILL AVOID THIS MISTAKE BY:





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MISTAKE #4: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE #5: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE #6: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE #7: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE #8: _____

I WILL AVOID THIS MISTAKE BY:





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MISTAKE # 9: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 10: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 11: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 12: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 13: _____

I WILL AVOID THIS MISTAKE BY:





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MISTAKE # 14: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 15: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 16: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 17: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 18: _____

I WILL AVOID THIS MISTAKE BY:



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MISTAKE # 19: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 20: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 21: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 22: _____

I WILL AVOID THIS MISTAKE BY:

MISTAKE # 23: _____

I WILL AVOID THIS MISTAKE BY:





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MISTAKE #24: _____

I WILL AVOID THIS MISTAKE BY:





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MODULE 12: ANSWERS

THE 24 MISTAKES PEOPLE MAKE IN THE FIRST 24 HOURS OF GETTING STARTED AND ARE STILL MAKING TODAY.

AM I SABOTAGING MY CONVERSATIONS?

OUR BLIND SPOTS ARE HOW WE SABOTAGE OUR OWN SUCCESS IN CONVERSATIONS.

1. TOO MUCH HYPE
2. TOO CONFRONTATIONAL
3. TRYING TO ALWAYS BE RIGHT
4. TRYING TO PLEASE EVERYONE
5. DON'T PUKE, USE MYSTERY INSTEAD
6. NOT ASKING ENOUGH QUESTIONS
7. THEY LOSE CONTROL OF THE CONVERSATION
8. NOT FOCUSING ON RELATING AND IDENTIFYING
9. NOT PROPERLY FOLLOWING PROVEN SCRIPTS


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- 10. OVERLY AFRAID OF BEING REJECTED**
- 11. NOT CREATING A COMFORTABLE DIALOGUE**
- 12. DON'T GET SO DEFENSIVE**
- 13. NOT BEING TRULY PRESENT IN THE CONVERSATION**
- 14. DON'T FORGET TO MIRROR PEOPLE**
- 15. NO SENSORY ACUITY – INCONSIDERATE**
- 16. DON'T ASK "NO" QUESTIONS**
- 17. NOT BEING EMPATHETIC**
- 18. USING WEAK LANGUAGE**
- 19. YOU SOUND LIKE YOU ARE READING**
- 20. ASSUMING PEOPLE THINK LIKE YOU**
- 21. NOT PROTECTING YOUR ENVIRONMENT**
- 22. NOT CREATING/SUSTAINING INTEREST**
- 23. APPEARING NEEDY OR UNPROFESSIONAL**
- 24. NOT IN PEAK STATE/ GREAT ATTITUDE**



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NOTES:



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