

# MLM Wealth Training .COM

## MODULE: 15

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### THE TOOL SETS PART I





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### THE TOOL SETS PART I



THE VIDEO FOR MODULE FIFTEEN DISCUSSES SOME OF THE TOOLSETS NEEDED TO SAVE TIME AND GET A BETTER JOB DONE. THIS IS ALL ABOUT COMBINING THE TRIED AND TESTED TIMELESS TOOLS ALONGSIDE SOME OF THE CUTTING EDGE TOOLS WHICH MAKE NETWORK MARKETING WORK AS IT DOES TODAY. IN THIS MODULE, RON AND HIS TEAM DISCUSS PROSPECTING TOOLS. THESE ARE THE TOOLS THAT YOU WILL NEED TO USE IN ORDER TO GENERATE LEADS AND BUILD UP YOUR TEAM. SOME OF THEM HAVE BEEN AROUND FOR DECADES AND HAVE LONG BEEN EFFECTIVE WHILE OTHERS ARE MORE CUTTING EDGE, BRINGING A WHOLE NEW WORLD OF OPPORTUNITY TO NETWORK MARKETERS.

THE FIRST TOOLS YOU WILL NEED ARE SCRIPTS. SCRIPTS ALLOW YOU TO GET COMFORTABLE WITH THE LANGUAGE OF THE BUSINESS. THROUGH REPETITION COMES PRACTICE AND REPEATING THE SCRIPT ENOUGH TIMES WILL MAKE IT YOUR OWN SO THAT IT FLOWS NATURALLY. IT SHOULD NOT BE NOTICEABLE TO THOSE WITH WHOM YOU ARE COMMUNICATING THAT YOU ARE READING FROM A SCRIPT.

THE VIDEO GOES ON TO DISCUSS YOUR LEADS. THESE ARE THE PEOPLE WHO MAKE YOUR BUSINESS WORK. BUYING LEADS IS THE QUICKEST AND EASIEST WAY TO GENERATE LEADS. IT DOES NOT TAKE MUCH TIME AND INSTEAD, IT ALLOWS YOU TO FOCUS ON OTHER AREAS OF YOUR BUSINESS SUCH AS BUILDING UP YOUR SKILLS.

ANOTHER TOOL IS CAPTURE PAGES. THESE ARE WHERE



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PEOPLE WILL ENTER SOME BASIC INFORMATION ABOUT THEMSELVES BEFORE THEY SEE YOUR ONLINE PRESENTATION. THIS ALLOWS YOU TO TRACK WHO HAS VISITED YOUR WEBSITE SO THAT YOU MAY BETTER GET TO KNOW YOUR AUDIENCE.

EMAIL IS ANOTHER IMPORTANT TOOL. RON REMINDS US, HOWEVER, THAT IT IS IMPORTANT TO HAVE A DEDICATED EMAIL ADDRESS FOR YOUR BUSINESS SINCE IT HELPS TO KEEP THINGS MUCH BETTER ORGANIZED.

OTHER TOOLS INTRODUCED IN THIS MODULE INCLUDE TEXT MESSAGING, DIALING SYSTEMS, ONLINE VIDEO, BUSINESS CARDS, FACEBOOK MESSENGER AND AN AUTO-RESPONDER. ALL OF THESE TOOLS MAKE IT EASIER FOR YOU TO KEEP IN CONTACT WITH PEOPLE. TEXT MESSAGING, FOR EXAMPLE, CAN BE A POWERFUL FOLLOW UP TOOL, SINCE PEOPLE ARE MORE LIKELY TO READ A TEXT MESSAGE THAN TO READ THEIR EMAIL. IT'S ALSO MUCH FASTER AND MORE EFFICIENT.

RON REMINDS US THAT, SINCE NETWORK MARKETING IS LARGELY ABOUT COMMUNICATION, IT IS ESSENTIAL TO INVEST IN A DECENT PHONE AND A COMFORTABLE HEADSET. THIS IS SOMETHING THAT YOU SHOULD BE PREPARED TO SPEND GOOD MONEY ON. NOT ONLY DO YOU NEED SOMETHING THAT YOU FEEL COMFORTABLE USING; YOU ALSO NEED SOMETHING THAT PROVIDES CLEAR SOUND QUALITY. THE LAST THING YOU WANT IS FOR PEOPLE TO HAVE PROBLEMS HEARING YOU.


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**PROSPECTING TOOLS**

1. S \_\_\_\_\_

GET COMFORTABLE WITH THE L \_\_\_\_\_

2. L \_\_\_\_\_

L \_\_\_\_\_ ARE P \_\_\_\_\_

WORK ON YOUR C \_\_\_\_\_ SKILLS RATHER THAN YOUR  
LEAD G \_\_\_\_\_ SKILLS

3. C \_\_\_\_\_ P \_\_\_\_\_

A WAY TO T \_\_\_\_\_ WHO HAS GONE TO YOUR WEBSITE

4. E \_\_\_\_\_

HAVE AN EMAIL ADDRESS D \_\_\_\_\_ TO YOUR  
BUSINESS

5. T \_\_\_\_\_ M \_\_\_\_\_

GREAT FOLLOW-UP AND C \_\_\_\_\_ TOOL

6. D \_\_\_\_\_ S \_\_\_\_\_

IS AN E \_\_\_\_\_ TOOL.


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**7. VIDEOMAIL**

INCREASES R\_\_\_\_\_

8. P\_\_\_\_\_ / H\_\_\_\_\_

THIS IS ESSENTIAL TO BEING E\_\_\_\_\_ AND  
C\_\_\_\_\_.

9. B\_\_\_\_\_ C\_\_\_\_\_

PROFESSIONALS USE P\_\_\_\_\_  
\_\_\_\_\_ CARDS TO BRAND T\_\_\_\_\_ AND THEIR  
B\_\_\_\_\_

10. F\_\_\_\_\_ M\_\_\_\_\_

IS I\_\_\_\_\_

KEEPS A H\_\_\_\_\_ OF YOUR C\_\_\_\_\_

11. A\_\_\_\_\_ S\_\_\_\_\_

SEQUENCE OF E\_\_\_\_\_ ALLOWING YOU TO STAY  
IN COMMUNICATION A\_\_\_\_\_



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## MODULE 15: ANSWERS

### PROSPECTING TOOLS

#### 1. SCRIPTS

GET COMFORTABLE WITH THE LANGUAGE.

#### 2. LEADS

LEADS ARE PEOPLE

WORK ON YOUR CALLING SKILLS RATHER THAN YOUR LEAD GENERATING SKILLS.

#### 3. CAPTURE PAGES

A WAY TO TRACK WHO HAS GONE TO YOUR WEBSITE.

#### 4. EMAIL

HAVE AN EMAIL DEDICATED TO YOUR BUSINESS.

#### 5. TEXT MESSAGING

GREAT FOLLOW-UP AND CONFIRMATION TOOL



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#### 6. DIALING SYSTEMS

IS AN EFFICIENCY TOOL.

#### 7. VIDEOMAIL

INCREASES RAPPORT

#### 8. PHONE / HEADSET

THIS IS ESSENTIAL TO BEING EFFECTIVE AND COMFORTABLE.

#### 9. BUSINESS CARD

PROFESSIONALS USE PROFESSIONAL CARDS TO BRAND THEM AND THEIR BUSINESS.

#### 10. FACEBOOK MESSENGER

IS INSTANT

KEEPS A HISTORY OF YOUR CONVERSATION

#### 11. AUTORESPONDER SYSTEM

SEQUENCE OF EMAILS ALLOWING YOU TO STAY IN COMMUNICATION AUTOMATICALLY



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NOTES:

Large empty rectangular box for taking notes.





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NOTES:

Empty rectangular box for notes.