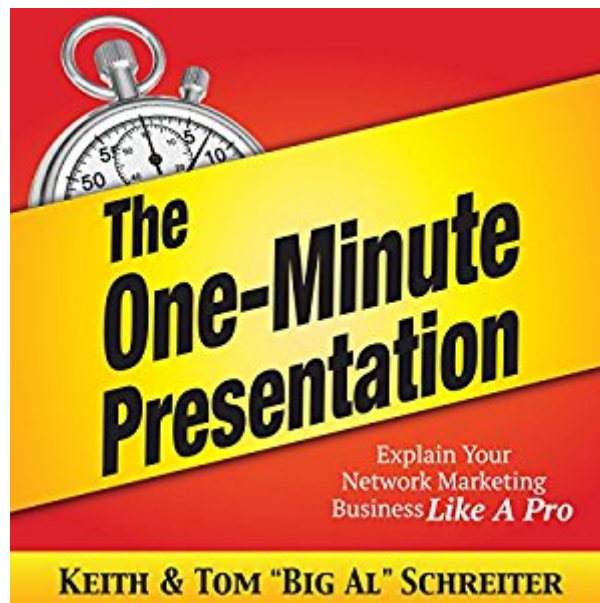




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The One-Minute Presentation: Explain Your Network Marketing Business Like A Pro



Synopsis

Where do I start? What do I say? I don't want to sound like a salesman. How can I relax my prospects? When we are untrained, giving presentations can be difficult. We don't know the real questions in the minds of our prospects. We don't know what triggers a "yes" or "no" decision. Many times, we don't even know where to start. Our fascination with information holds us back. We can't see the big picture because we are drowning in facts. And what actually is the big picture? It is simply this: Does the prospect want to join our business or not? But what would happen if we changed our entire business presentation model? First, we learn to get presentation appointments with almost 100% of the people we talk to. Next, we learn to give our entire business presentation in less than one minute. If we could do this, how do we think our prospects will feel? Thrilled! When we can give our entire business presentation in less than one minute, many good things happen. We save time, not only for ourselves, but for our prospect. That makes two people happy. Plus, this gives us the flexibility to give our presentation anywhere, at any time, in any circumstances. And finally, all the sales tension disappears from our prospects when they know our presentation will take only one minute. Learn to make your business grow with this efficient, focused business presentation technique. Order your copy now!

Book Information

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Customer Reviews

Love it! I've been struggling to be clear on what (and how much) to say to prospects for too long!

This book makes so much sense and I feel more focused and confident than ever! Extremely helpful

and insightful! Thank you Big Al and Keith!

I got this book a few days ago and I'm already done! I love all the examples and suggestions because it gave me a starting point from which to craft my message. I love Big Al's straightforward way of breaking mountains back down into molehills. This is a great resource for every network marketing professional who wants to excel without being a salesman.

What can I say "Big AL" has been a blessing. His books and his seminars have given me the tools to build my business. I am blessed to have met him and follow his techniques. I definitely recommend you purchase his books! You will see how easy network marketing can be when you develop some skills using Big AL techniques.

Thanks for this book. I believe this book can help you: get more presentations. Get associates talking to their cold market. Stop (almost) the attrition of associates because they don't know what to say to prospects and therefore fall out of the program. I believe this book can save you from failure to start having fun again in your networking business. What a quick way to find out if the person you are talking to has a burning desire to change His life.

I found this to be a good book full of practical ideas which can be put to immediate use. There are many complete examples which can be easily tailored to you. If you have never given your full presentation in 1 minute, you should read this book to learn how it gives your prospect and you much more freedom.

The One-Minute Presentation is an invaluable philosophy, training and part of an effective system as it removes many of the barriers Network Marketing professionals (especially those getting started) believe exist when it comes to explaining to their prospects what they do in their business to find out if it's something those prospects may want to do themselves. Big Al's writing style makes it easy to understand and fun to read because of his great sense of humor. By the way, the title is not just hype. By the time you finished reading this book you will really know how to give literal one-minute presentations! It makes it easy for you and your team, and it will be refreshing to your prospects. Get this book. You won't regret it.

This is simply a must read for all network marketers. The techniques in this book simplify the

recruiting process, as well as, and more importantly, relieve a lot of stress over the process. Big AL has a really good insight into psychology. If only we had this information in the wild west days of network marketing in the 70s! How much farther along would we be? Anyway, do yourself a favor and get the book. It's quick, to the point and so helpful.

In the past I've fumbled with the right words to say, or exactly what to do. This book prepared me to provide a succinct response to use right after establishing rapport. This is a must-have resource for those in MLM, NWM, general internet marketing and even sales. It works as well offline as well as online. No more wasted hours. Provide the necessary detail in a brief period. Highly recommended.

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