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# Ten Commandments of Power Prospecting

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People ask all of the time about tips for power prospecting over the phone. Below are ten specific tips that when applied will prove to show tremendous results!

**1. Set aside a specific time each day for prospecting calls.**

Set appointments for yourself. Schedule times to call as well as times to break and refresh yourself. Be disciplined making sure you stick to your schedule or you will cheat yourself, and your business.

**2. Make as many calls as possible.**

Don't waste time on calls that you know are not going in a positive direction. Do not allow people to steal your time. If you just make that one extra call each time, your overall call volume for the year will be much larger! IF YOU DESIRE FASTER RESULTS SCHEDULE MORE TIME TO CALL MORE LEADS!

**3. Make calls brief.**

Know the objective of your call and get to that objective without unnecessary talking. Speaking with a firm and louder (not screaming) tone of voice demands attention. Speaking at a quick pace shows you are busy; busy people are successful! Any questions that the prospect might have will be answered in the information you are sending them. Let the information sell the opportunity do not try to convince them yourself. Worst-case scenario you should answer all questions with a question to them, whoever asks the questions leads the call, do not let the prospect control your business. Again, don't let people steal your valuable time.

**4. Have a prepared and organized list before starting your calls.**

A good rule of thumb is to have at least 2 weeks of prospecting calls at any given time. Always have a constant flow of prospects to call through. If you do not have enough leads you will develop "Lead Poverty Consciousness", which means you will develop an emotional attachment to your leads. An emotional attachment will cause you to hang on to the leads trying to convince them (NOT GOOD). Remember a successful person (YOU) does not need anyone, people are attracted to a successful person, and they need you! The majority of people who join this opportunity are a surprise; it's usually not the person you thought was going to join!

**5. Work without interruption.**

Get to a quiet place where you will not be interrupted or distracted. Do not have a radio or TV on in the background. Make everyone in the house aware that you should not be disturbed during the time you are making your calls.

**6. Consider doing your calls at different times of the day.**

Many people call the same prospect at the same time of the day over and over again. Then they will get frustrated because they get an answering machine each time. Common sense is to try calling prospects at different times of the day. Rely on the date/time/remarks section of your 'Lead/Client-tracking' sheet to know when you have called. By doing this you will drastically increase your chances of talking to a live person.

**7. Be organized.**

Use our 'Daily Planner' sheet to schedule your appointments. Consider using a computerized contact management system. These will help you with follow-up calls as well as allowing you to keep detailed notes on previous conversations.

**8. Establish a Goal.**

How many calls do you want to get through? How many conversions are you getting? What is your ratio between the two and is it improving? You will only know this if you set goals and keep track of them. Your skills and confidence will grow and grow if you are aware of your improvements.

**9. Don't Stop.**

Persistence is the key quality that every successful network marketer has. They understand that each 'no' will lead them to the big 'yes'. They are aware of their numbers and are always striving for improvement. They never just stop and give up. Remember, nobody fails at network marketing; they quit.

**10. Have some fun.**

Remember to keep it fun. If you don't enjoy what you are doing, it becomes drudgery. People who enjoy what they do for a living are always good at it, and thus successful! If you don't want to reach out and talk to and share your opportunity with as many people as you can, then you are probably in the wrong industry. If you are having fun and are enthusiastic about these calls, it will rub off on the people you are calling and you will have more success.