

Is it a motivation problem?

"What type of Teaching and Training really matter?"

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Is it a motivation problem? Or is it a training problem?



Our best prospect joins. In his excitement, he talks to 20 of his friends. All of his friends tell him they are not interested.

Not to be discouraged, our new distributor talks to 20 more people who also tell him they are not interested.

Now things are looking grim.

What is the problem?

Here is what happened. Our excited new distributor chose the wrong words to say. His prospects reacted by saying, "No." So our new distributor thinks, "If I say these words again, I will be rejected. I better not say these words anymore. And since my sponsor has not given me any new words to say, I will just sit and watch my business die."

Now it is more obvious. Our new distributor still has the motivation, but does not have the skills to move forward.

Bad hearing.

At the subconscious level, prospects can pick up if we are listening, or just waiting for our chance to talk. Listening is hard. Our mind wants to drift. We want to think and talk about our agenda.

So what clues do prospects pick up?

Glazed look in our eyes.

Blank expression.

Nervousness while waiting.

Stuff like that.

Yes, yawning would be a clue so obvious that even the conscious mind would pick that up.

The point is, we should be curious. We should listen to hear and understand. We shouldn't listen just so we know what we can say next.

Comfort zones.

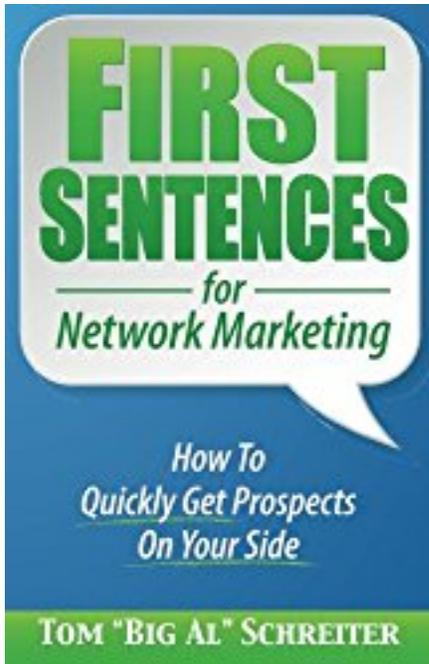
When we ask people to leave their comfort zones, they don't enjoy the experience. It is uncomfortable. Maybe we could teach them ways to do their business within their comfort zones?

Most distributors love the idea. Yet others didn't believe it was possible.

Ask ourselves, "If approaching prospects and presenting were comfortable, how much more action would we take?" And the answer is, "A lot more."

If we don't try to find alternative ways to build our business within our comfort zones, then we force ourselves to work in a very unpleasant career. So how open-minded could we be to adopting new ways to prospect and present?

Editor's recommendation.... Learn the correct words from the master.



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