

EVERYONE IS A SALEMAN. SOME OF US ARE BETTER THAN OTHERS.

"We have to sell our boss on giving us a raise or sell our children on the value of a good education."

By Tom "Big Al" Schreiter

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**Everyone is a salesman.
Some of us are better than
others.**

**We sell, sell and sell every
day.**

We have to sell our boss on giving us a raise or sell our children on the value of a good education.

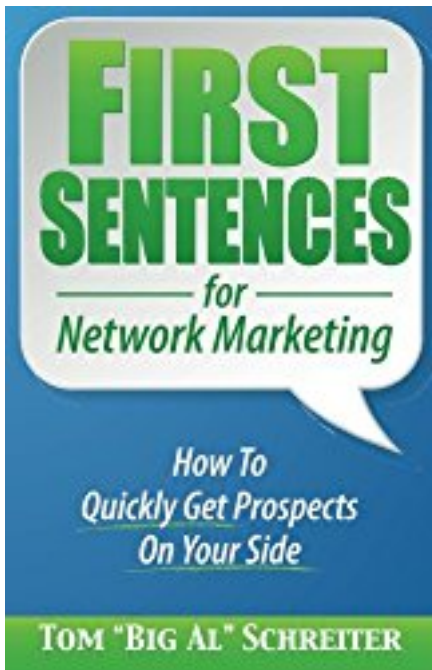
A young man practices his proposal to his girlfriend. Why? Because he doesn't want to be unprepared and say to her, "If you marry me, you get to keep the ring." He wants to give a better sales presentation than that.

We sell in job interviews, or we attempt to talk our way out of a speeding ticket. We have to get others to listen and accept our messages.

So shouldn't we learn and practice what to say in our network marketing business? Of course. That is why we attend Saturday trainings or listen to our leader's conference calls. Everyone has the same territory in network marketing. We talk to the same people. So why is one person a leader, yet another person is not?

**It should be obvious. One person
invested time in learning better words.**

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



Tom "Big Al" Schreiter