

4 Magical Words that Generate an Automatic **YES RESPONSE**



Julie Henderson

CONGRATULATIONS!

I honor the commitment you've made to your success by requesting **"4 Magical Words that Generate an Automatic YES Response."**

What you will discover is when you implement this information you can create an endless stream of awesome leads for your business... simply going about your day-to-day life having fun and meeting people.

A 1-2 minute conversation is all it takes when you know the things to say, and you only need to speak to a small handful of well targeted prospects each week to have a thriving network marketing business.

Now, let me ask a question. Have you ever been at a networking event or talking to someone you met in the lineup at your favorite coffee shop, when they asked, ***"What do you do?"***

Some network marketers will respond by saying something like, *"I'm with a health and nutrition company"* or *"I'm in health and wellness."*

The problem with these types of responses is that it really doesn't tell anyone anything. Most people will not understand what that means.

They may say, *"Oh"* or *"That's nice"* or *"Great"* or maybe smile or nod (yet have that 'deer in the headlights look') but nothing is going to happen after that. And you may have just missed out on a prospect and that person just missed out hearing about your products and opportunity!

Your job as a master of everyday prospecting is to truly understand the power of asking great questions.

It starts with these **4 MAGICAL WORDS: "Do you know how...?"** These words have the ability to generate a stream of endless leads (in 90 seconds or less) for your business.

As soon as you ask, ***“Do you know how...?”*** and if it resonates with your potential prospect, he or she is likely to say, ***“Yes! I can totally relate.”*** or ***“Yes! That’s me!”***

Here are seven examples of ***“Do you know how...?”*** responses.

1. “Do you know how people are beginning to feel older each day and are having less energy than when they were in their youth?”
 - “Well I have a company that helps people feel younger and have more energy.”
2. “Do you know how it seems hard to get all the nutrition from foods now a days since the soil has become eroded of its nutrients?”
 - “Well, I have a company that helps people get the nutrition they need by taking just one single product.”
3. “Do you know how people are complaining about the economy and their jobs are not going well and people are looking for a second job.”
 - “Well I work with a select group of people who show people how to make more money to help them secure their financial future, without taking on a second job.
4. Do you know how people are always looking to lose weight, they go to the gym yet don’t see results because of their eating habits?”
 - “Well, I have a company that offers a solution, a product that allows people to lose weight to without compromising nutrition and enhances their workouts.” “Do you know anyone who wants to improve their eating habits and lose weight?”

5. Do you know how people are becoming more and more aware of the chemicals that are in household cleaning products and the affect they can have on their family's health?"
 - Well, I have a company that assists people in using non-toxic products so they can feel confident and not worry that their family's health is in jeopardy."
6. Do you know how new moms worry about finding good childcare when they return to work after their maternity leave?
 - Well, I show them how they can stay home and take care of their own kids and earn an income working from home and around their family.
7. Do you know how there never seems to be enough money at the end of the month to save for a family vacation?
 - Well I show couples how to earn money for family vacations, without having to get a second job.

The key to successful everyday prospecting is to be natural and relaxed, but also at the same time, to be ready to instantly capitalize on the right moments so you can turn them into appointments.

As a bonus, I invite you to a complimentary "Everyday Prospecting Breakthrough Session." We will chat about your business, your vision and goals, and what may be stopping you from achieving them. I'll provide some insights and recommend the next steps for achieving them.

Simply email julie@everydayprospecting.com with the subject line SESSION. Look forward to connecting with you 😊

ABOUT JULIE HENDERSON

Known as the 'Everyday Prospecting Pro,' Julie is the Founder of ***The Art of Everyday Prospecting*** and ***Creator of Everyday Prospecting Formula, From NO to PRO in 30 Days FLAT.***

She works with network marketers to prospect with confidence, to enroll new customers and new team members with ease, and to grow their business the fun, easy way.

They quickly discover how to be magnetic by creating powerful conversations that lead to real connections and qualified prospects, simply by going about their day-to-day life.

Julie firmly believes that prospecting should be fun, easy and support your lifestyle... and not an onerous, overwhelming activity that is separate from everyday life.

Julie's passion for helping business owners learn how to attract the right people in their business and have endless leads was inspired by her own struggles, when she started a network marketing business over 10 years ago.

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