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13 Ways To Create
Open Minds
By Talking To The
Subconscious
Mind



TOM "BIG AL" SCHREITER

How To Get Instant Trust Belief Influence And Rapport 13 Ways To Create Open Minds By Talking To The Subconscious Mind

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How To Get Instant Trust, Belief, Influence and Rapport! Tom "Big Al" Schreiter, 2019-12-05 Why can't we convince others And why won't people listen We say great things to people We offer great products to prospects We share our vision and passion with others And they don't believe us they don't buy and they don't share our vision and passion We say great things but people don't believe us or act on our message Why Well we don't need more good things to say Instead we need to learn how to get people to believe and trust the good things we are saying already It's not about the price It's not about the salesman's breath It is not about the leader's PowerPoint presentation It is all about the magical first few seconds when we meet people What happens In the first few seconds people make an instant decision to 1 Trust us Believe us Or in the first few seconds people make an instant decision to 2 Turn on the salesman alarm Put on the too good to be true filter Be skeptical Look for the catch This decision is immediate and unfortunately usually final Tom Big Al Schreiter shows us exactly how to build a bond of trust and belief with prospects in seconds How By talking directly to the decision making part of the brain the subconscious mind In this book *How To Get Instant Trust Belief Influence And Rapport 13 Ways To Create Open Minds By Talking To The Subconscious Mind* we will learn easy four and five word micro phrases and simple natural techniques that you can master within seconds Yes this is easy to do Our message should be inside of other people's heads not bouncing off their foreheads Our obligation is to get our message inside of their heads so they will have options and choices in their lives Now if we can't get people to trust and believe our message then we will effectively be withholding our message from them Use these short easy tested clear techniques to build that instant rapport with other people Then everything else is easy If you are a leader a salesman a network marketer an influencer a teacher or someone who needs to communicate quickly and efficiently this book is for you Order your copy now [Hooks! The Invisible Sales Superpower](#) Keith Schreiter, Tom "Big Al" Schreiter, 2021-11-16 We talk Our prospects have a choice 1 Continue thinking about their interesting lives or 2 Stop what they are thinking and listen to someone they don't care about Ouch We can't succeed if no one listens to our message But how do we get prospects to pay attention to us With hooks strong openings that capture their curiosity What kinds of hooks can we learn Curiosity hooks Magic phrases Humor hooks Shocking facts Quiz openings Challenges Story hooks and more We want our prospects to think This is interesting Please continue We don't have to be creative Let the simple lessons examples and templates in this book help us create professional hooks that work No more presentations to people who fake their attention No more nerve racking encounters with uninterested prospects Let's feel confident that we can deliver our message to attentive prospects every time *How To Meet New People Guidebook* Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-03 Do you want to meet new people easily Want to bond with new people quickly Instantly remove fear shyness and rejection Follow these little formulas for stress free introductions and conversations with

strangers Meeting new people is easy when we can read their minds Discover how strangers automatically size us up in seconds using three basic standards Once we know how and why strangers will accept us meeting new people is easy We can control the outcome We don't have to be a psychologist or an outgoing superstar All we have to do is use these little formulas to instantly bond with the new people we meet Can we feel good about meeting new people Absolutely Instead of dreading that first encounter we will look forward to meeting new people and controlling the outcome Our fears go away when we know how to engage people successfully The payoff for learning this skill Think of the power we will have to create new contacts new networks new business and new friends And we can use this skill anywhere anytime on demand when we need it Make meeting new people an awesome experience Order your copy now

How To Get Your Prospect's Attention and Keep It! Keith Schreiter, Tom "Big Al" Schreiter, 2019-10-26 Two distributors meet the same prospect One distributor gains a new team member The other walks away empty handed What was the difference The words they used Certain phrases hold our prospects attention long enough for us to deliver our sales message Prospects have one focused thought at a time We want that thought to be about us The most important currency of this century Attention Everyone is fighting for our prospects attention Intrusive ads notifications shiny objects constant messaging and more combine to pull our prospects attention away from our offer We want effective phrases for Clearing distractions from our prospects minds Closing our prospects Getting final decisions Reading our prospect's minds Engaging prospects during presentations Removing rejection Bonding with our future team members In seconds we can take control of our prospects minds and deliver our concise message Now they can fairly decide if our sales message will serve them or not Getting attention is the easy part Keeping that attention requires using these magic phrases to ward off distractions The rewards are huge when we master the art of controlling attention We deliver a great sales message and prospects hear it Prospects are smart They have common sense They will gladly take action on what serves them best Stop delivering presentations sales messages and benefits to prospects who are not mentally engaged Instead make full use of these magic phrases and become the most interesting person of the moment Order your copy now

The Two-Minute Story for Network Marketing Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-02 Worried about presenting your business opportunity to prospects Here is the solution The two minute story is the ultimate presentation to network marketing prospects When our prospects see the big picture they make decisions immediately No more I need to think it over objections In less than two minutes our prospects will move forward ready to join This presentation requires no flipcharts videos research reports testimonials PowerPoint slides or graphics All it takes is a simple two minute story that we customize for our prospects Forget all those boring presentation information dumps of the past Instead let's talk to our prospects in the way they love Prospects enjoy a short story Telling stories reduces our stress since stories are easy to remember Plus this story is 100% about our prospects That means we become instantly interesting to our prospects and they will listen to every word we say Now our prospects can see and feel what our business

means to them Enjoy connecting with prospects with no rejection and no objections Prospects will love how we simplify their decision to join and make it stress free This is so much fun that now our entire team can't wait to talk to prospects And for us We will love helping prospects see what we see so they will ask to join our business The two minute story is the best way to help your prospects to join Scroll up and order your copy now *Public Speaking Magic* Mark Davis, Tom "Big Al" Schreiter, 2019-12-06 Instant rapport with the audience They are smiling leaning forward ready to listen Fear stops people from public speaking Everyone wants to be liked but the pressure gets in the way So we avoid it In a speech presentation webinar or even a casual conversation we have just a few seconds to prove we are interesting and valuable How can we capture our audience's attention immediately By mastering our first 20 seconds We can forget about fancy tricks jokes and manipulation By using any of the three major openings in this book we can confidently start our speeches and presentations without fear Our obligation is to get our audience to hear believe and want to be there After that the rest is easy Mark Davis is a public speaking coach and keynote speaker for business conferences in addition to conducting public speaking workshops Tom Big Al Schreiter speaks to network marketing groups around the world Order your copy now **How To Prospect, Sell and Build Your Network Marketing Business With Stories** Tom "Big Al" Schreiter, 2019-12-06 One tiny story changes everything A ten second story equals the impact of 1 000 facts Now we can use micro stories to communicate our network marketing message in just seconds Our prospect becomes involved in the story and instantly sees what we see And isn't that what we want Forget the flip chart the presentation book the website the PowerPoint and the video Instead use stories to get that Yes decision now Later we can do our boring fact filled presentation As an added bonus stories answer objections No more frustration or push back from negative prospects And of course stories are easy to remember both for us and our prospect Here are the actual stories I use word for word Join the top earners now and become a professional storyteller Order your copy now and start enjoying some great MLM and network marketing stories to move your business forward **How to Build Your Network Marketing Business in 15 Minutes a Day** Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-02 Too busy to build a network marketing business Never Anyone can set aside 15 minutes a day to start building their financial freedom Of course we would like to have more time but in just 15 minutes we can change our lives forever How can we do this With hyper efficient ninja tricks shortcuts and focus on the activities that will pay off now Learn how to make invitations and appointments in seconds with no rejection Get immediate decisions from our prospects without long boring sales presentations Instead of chasing people plant seeds so they will come to us And follow up Easy when it is automated And what is the best part about having the skills to build in minimal time Now we can talk to even the busiest of prospects and assure them they can fit our business into their schedule Never worry about the I don't have time objection again Don't let a busy life stop us from building our future Discover the skills to change our lives in just 15 minutes a day Order your copy now *Breaking the Brain Code* Keith Schreiter, Tom "Big Al" Schreiter, 2021-05-18 Will pressing the

elevator button three times put it into faster mode Did we break the secret elevator code No We all look for ways to break the hidden codes in our lives Why To better understand our world Or maybe to discover shortcuts It is the same when we try to understand our brains and the brains of our prospects We wonder Why does my brain work against me What is my brain doing while I am not paying attention How do I break through the irrational defenses of my prospects What can I say to get through to prejudiced prospects Can I do something to change other people s minds How can I understand my own irrational brain It is hard to play the game if we don t know the rules Our brains operate in strange ways but many of these quirks are consistent We can learn some of these special brain rules and work with them If we don t we ll simply walk away muttering I just don t get it Nothing makes sense So instead of cursing the darkness enjoy learning new and better ways to understand how we and our prospects think and act We will smile as we learn how to deal with the 3 pound challenges inside our skulls And the bonus We will recognize these irrational brain rules as they play out in real life With knowledge comes power 3

Easy Habits for Network Marketing Keith Schreiter, Tom "Big Al" Schreiter, 2019-12-05 Let our subconscious mind build our network marketing business How Through the power of automatic habits How do I start my network marketing business What should I do first How do I make consistent progress What if I don t know what to do These are questions we ask when we start our network marketing business What we need is a Magic pill Creating three simple habits is that magic pill Tying our shoes brushing our teeth and driving the same route every day all are habits So why can t we create three automatic habits that effortlessly move us to network marketing success Well we can Every new distributor needs habits Every experienced leader needs habits When our team has habits that build consistently we can push our business into momentum Now instead of using the weak willpower of our conscious mind let s use the huge and automatic forces in our subconscious minds to achieve the success we want In this book we will learn how to 1 Create simple automatic habits 2 Use three rejection free habits that anyone can do 3 Repeat Here is our chance to use habits to create a powerful stream of activity in our network marketing business Consistent automatic activity in the right direction momentum Start your team off right with these three powerful habits Make their success inevitable Order your copy now 51 Ways and Places to Sponsor New Distributors Keith Schreiter, Tom "Big Al" Schreiter, 2019-12-06 Where can you find great prospects for your network marketing business Who are the best prospects Where can you find groups of these prospects And how can you attract these prospects to you and your multilevel marketing business In this book 51 Ways and Places To Sponsor New Distributors you will learn the best places to find motivated people to build your team and your customer base So instead of searching and wasting time you can get right to the very people who want your business and products Why 51 different ways and places Because not everyone wants to build a business the same way Some people are comfortable on social media Other networkers like building in person Or maybe you just like using the telephone from the comfort of your home And no matter which method you prefer other people in your group may choose another method to build their businesses There s something

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negativity of their initial prospects Our experienced distributors need motivation when they run out of prospects to talk to Learn the motivational values and triggers our team members have and learn to use them wisely By balancing internal motivation and external motivation methods we can be more effective motivators We can teach our team exactly what to do However we must motivate them to do it Enjoy this book of case studies and examples of exactly how to be a motivating team leader We can't do all the work ourselves We need help Put your team into momentum Order The Complete Three Volume Network Marketing Leadership Series now

Why Are My Goals Not Working? Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-03 Can goals be easy What is the secret Some goals feel difficult Other goals feel easy to achieve Why is this There are many factors that can help us or sabotage us on our way to achieving our goals Once we understand these building blocks we can put them to use to design goals that work for us Building blocks Think of them as tools that remove difficulty and enhance achievement Look at these five common sense ideas that help First humans are short term thinkers Our initial goals need short timelines We also have short term memories Second our initial goals should be small We need to build our goal achieving muscles This will give us confidence Third we must understand our personality style This is what sabotages most goals If our goals are not in alignment with our personality it all goes wrong fast Fourth do our goals match our internal core values If not how can we be motivated when we feel that nagging doubt Fifth instead of using willpower could we put mini habits to work instead This would take away our mental stress Setting goals that work for us is easy when we have guidelines and a checklist Don't feel guilty for not achieving your goals Instead feel the adrenaline rush of success each time you achieve your new goals Scroll up and order your copy of this book now

Closing for Network Marketing Keith Schreiter, Tom "Big Al" Schreiter, 2019-11-03 Afraid of closing That is an understatement I used to talk with prospects on and on and on afraid to close I thought if I kept the conversation going long enough they would eventually volunteer their yes decision Of course that never happened So in my lifelong quest to avoid rejection I had to find new and effective closes that work Here are 46 years worth of our best closes All of these closes are kind and comfortable for prospects and rejection free for us Here are just a few of the closes you will learn and love The million dollar close Managing the decision making funnel Having prospects close themselves Removing risk and uncertainty Making objection solving easy in seconds And of course many strategies to quickly remove the I need to think it over objection Old school closing is old news In today's world prospects are over exposed to marketing and are sales resistant Use these closes to help our prospects move forward and say yes to our offers Not every close is perfect for every prospect We want a variety of closes Let's choose which close is best for our prospects and most natural for us Never be afraid of closing again In fact we will look forward to closing Happy times ahead Scroll up now and get your copy

How to Build Network Marketing Leaders Volume One Tom "Big Al" Schreiter, 2019-12-06 Do you want to be a leader Or do you want more leaders on your network marketing team The strength of your network marketing business is measured in leaders not in the number of distributors Leaders are the long term

foundation of your business Everyone says they want to have more leaders but how How does one find leaders How does one create leaders What are the things we need to teach ordinary distributors to do in order to become leaders Successful leaders have a plan They want to duplicate themselves as leaders This plan doesn't happen by accident Follow this plan Instead of wishing and hoping for leaders this book will give you the step by step activities to actually create leaders Yes there is a plan for building leaders and it is simple to follow Discover how to give ordinary distributors a leadership test to determine if they are ready to enter the path of leadership Then learn how to start their training process with the biggest leadership lesson of all problems When you have an organization of leaders network marketing gets easier Instead of spending the day with repetitive activities with distributors you will enjoy the free time this business offers Spend the time to build and create leaders and then you will have the freedom to visit the beaches of the world This is the perfect book to lend to a new distributor who wants to build a long term MLM business and would like to know exactly how to build it Creating network marketing leaders should be the focus of every business builder Order your copy now [Ice Breakers!](#) Tom "Big Al" Schreiter, 2019-12-05 Want to get your MLM and network marketing prospects to beg you for a presentation by using Ice Breakers You can turn any warm or cold prospect into a hot prospect wanting to know all about your business How By learning how to effectively introduce your business into a social conversation with an easy rejection free sequence of just a few words Prospects want what you have to offer but they are afraid of someone selling them However prospects love to buy and join So why not use socially acceptable word sequences that compel any prospect to literally beg you for a presentation This book contains several effective formulas with many examples of each formula that you can use or modify Once we know how the formulas work we can create unlimited Ice Breakers on demand to use and pass on to our downline Your distributors will no longer be afraid of prospecting instead they will love prospecting It is much more fun when we are in control Distributors want to work hard but just don't know what to say Their opening random remarks ruin their chances and they suffer bad experiences That experience trains them to avoid prospecting But with trained words and phrases everything changes Quick and positive results Prospecting is fun again Enjoy learning how to prospect negative people positive people relatives co workers strangers leads cold prospects anyone by using fun Ice Breakers that even the prospects enjoy Spend the entire week giving presentations instead of spending the entire week looking for someone to talk to And never again will you have to hear one of your distributors complain I just don't have anyone to talk to Ice Breakers are the best way to energize your MLM and network marketing business Order your copy now [First Sentences For Network Marketing](#) Tom "Big Al" Schreiter, 2019-12-06 Prospects make shallow instant judgments We want prospects to judge in our favor Is our first sentence good enough Our first sentence choices will interest and engage our prospects or turn off their confidence in us Do our new distributors have proven first sentences that work Do we Are we creating new first sentences with trained formulas What happens when our distributors don't have effective first sentence They stop talking to prospects Game over Our

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The Four Color Personalities For MLM Tom “Big Al” Schreiter, 2019-12-05 Mind reading fun When we know how prospects think selling and sponsoring are easy Read deep inside our prospects minds with this easy skill Our prospects have a different point of view So how do we talk to prospects in a way they get it and enjoy our message By quickly identifying our prospect s color personality Discover the precise magic words to say to each of the four personalities This isn t a boring research textbook on the four different personalities This book shows a fun easy way to talk to our prospects based on how they see and feel about the world The results are stunning Shy distributors become confident when they understand how their prospects think Experienced distributors have short conversations that get prospects to join immediately Why be frustrated with prospects Instead quickly discover the four personalities in a fun way that we will always remember We will enjoy observing and analyzing our friends co workers and relatives and we will see the way they see the world It feels like we have 3D glasses in our network marketing career Of the 25 skills this is the first skill that new distributors should learn Why

- 1 It gives new distributors instant confidence
- 2 It eliminates rejection
- 3 It helps prospects listen with open minds
- 4 It gets instant results

What could be better than that We won t have to look for great prospects when we know the four color personalities We will have the ability to turn ordinary people into hot prospects by recognizing their color personalities and by saying the right words By using humorous slightly exaggerated examples of the four personality traits we will remember this skill and can use it immediately Life is more fun when we are the only one with the 3D glasses This is the one skill that we will use every day for the rest of our lives Get ready to smile and achieve immediate rapport and quick results Order your copy now

Start SuperNetworking! Keith Schreiter, Tom “Big Al” Schreiter, 2019-12-06 Selling is easy when you have pre sold prospects coming to you Whether you are a small business a network marketer or a professional salesman prospects that have been pre sold by your personal networking group make your business easy and enjoyable Forget cold leads cold calling expensive advertising and lukewarm referrals Leave the world of hard prospecting behind and start your own personal networking group Have your fellow members bring new pre sold customer and prospects to you weekly The best salesmen and the best business owners have strong personal networks Our relationships are the most important lead generation tool we have Our best long term strategy is to build a personal networking group where we are the organizer and the focus of all of our members Start SuperNetworking makes this process simple with five easy steps Step 1 is finding the best place to meet Step 2 is how to invite your members Step 3 is training your members to pre sell you and your business Step 4 is how you will set the example for your members Step 5 is duplicating your personal networking group to expand your business Once you have this business model in place you will never go back to the old ways of prospecting advertising

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