

## **HERE ARE 10 TIPS THAT WILL HELP YOU ON THE PHONE:**

1. **PREPARE YOURSELF**, get mentally set for the task ahead, get yourself into a confident mindset.
2. **FOLLOW A SCRIPT, BUT NOT TOO STRICTLY**. Don't come across like you are reading. (And if it's more natural for you to strike up a conversation, just do that!)
3. **KEEP IT SHORT AND TO THE POINT**, it's important to be clear of the key points you want to make.
4. **LISTEN UP**, by listening it will alert you to the signs whether a person is interested or not. (The best conversationalists are always the listeners, let them talk if that's what they want to do)
5. **KEEP UP YOUR ENTHUSIASM**, people will often respond to enthusiasm if it's sincere. (If you are having a hard time being enthusiastic, sit up tall in your chair, or better yet, stand up and talk on the phone, and keep a smile on your face, it always comes through the phone if you are smiling!)
6. **BALANCE YOUR ENTHUSIASM WITH KNOWLEDGE**. Avoid sounding too much like a salesman, all fluff and no content.
7. **DON'T MAKE PHONE CALLS**, when you are feeling down. It's going to be so obvious to your prospects. (Call your upline to pump you up, and keep going upline until you find someone who brings you back to reality. OR better yet, ask your upline to make any calls that absolutely have to be made.)
8. **PERSISTENCE** – in “dialing for dollars”, does not always pay off on individual prospects. Don't keep prospecting someone when they have shown no interest regardless of their financial status.
9. **DON'T TAKE "NO" PERSONALLY**, simply move on to the next prospect and finish your day on a good note. (Also, if someone isn't interested, don't get an attitude, their lack of interest is in the moment; six months from now they might beat down your door if you keep them on a call back list)
10. **DON'T FORGET TO HAVE SOME FUN!** Some will, some won't, so what, next...