

8 Must Have Skills That Helped a Profitless Network Marketer Recruit 72 People With Ease Without Suffering the Pain and Humiliation of Rejection

Hi! My name is Elizabeth Oliva. I'm married to a wonderful husband and live in Texas.

I've been in this profession for a little while and when I first got started I struggled...hard :)

Can you relate?

I had the "I got this" syndrome, where I was relying on my past experience in traditional business and sales and thought I knew what I was doing. I was so wrong!

Then I discovered a system that helped me enroll 72 people into my business, have my best month of about \$4,500, and overall commissions of over \$159,501.25 now!

So if you're reading this and want those kind of results...I can help!

I'm going to share with you how I did it and how you can too.

When I first got started, I focused on a couple of things:

1. Finding People to Talk To
2. Getting Them Started in My Business

Finding People To Talk To

Skill #1 - Talking to Your Warm Market

In the beginning, I was told to make a list (sound familiar?) of everyone I knew, call them up and ask them to take a look at what I was doing. As I started to do this, I got all kinds of responses:

You're doing WHAT??

That'll never work, you need to get a job

How much money have YOU made?

Oh, that's a cute little business, but I've got a REAL business over here....and I don't have time

SO FRUSTRATING!!!

Needless to say, I didn't get very far with the people I knew, so I started branching out to meet new people.

Skill #2 - Talking to The COLD MARKET - OFFLINE

In my past experience, I had gone to business networking groups, so that's where I started. I met new people, started to build relationships and ask for referrals.

There are some important keys to meeting new people in the cold market that anyone can master:

Skill #3 - Learn how to connect and build rapport quickly

So how do you build rapport quickly? Ask questions!

The one asking the questions is the one winning.

My goal used to be to meet someone at these events, smile, start asking them questions about themselves and be GENUINELY interested in their answers and find out as much about them in a couple of minutes as I could.

Some really great questions to ask:

"So how long have you been with XYZ Company?"

"You really must enjoy what you do"

"Do you also live in _____? Oh for how long?"

"So is this your first time at this event?"

"How has it worked for you?"

"Tell me the best way I can help you in your business"

They would be so involved in talking about themselves that they would ask "wait a minute, I don't even know what YOU do"...

haha! Success!

You see, most people never really get to be *heard* and when you let them talk about themselves, they start to trust you and connect. They may even leave your presence thinking “she’s so cool, I really want to get to know her more”....all because you LET THEM TALK.

Also as they're talking you get to hear their HOT buttons, what makes them tick, what they're passionate about and most of all...*what they might be looking for* and what drives them. This way you can see if what you have could fit their needs.

But you don't tell them the first time you meet, you follow up (point #3).

Skill #4 - Pitch it past them and ask for referrals

I love asking for referrals! It takes the pressure off of that person for a moment and let's them know the type of person you're looking for.

I describe my ideal prospect like this:

-*sharp*

-*motivated*

-*well-connected*

-the person that wants more and is WILLING TO DO SOMETHING ABOUT IT
(this is the one where they usually say “yep I get it”) :)

Another great way to ask for referrals was when my company would ***expand to a new area.***

I would call these business contacts back up and ask “who do you know in....?”

KEY POINT: I wouldn't tell them WHY I was asking that until they answered.

Then I would let them know we were expanding. This also showed them that I was still around, still building “that little business” and still looking for sharp, motivated people.

Skill #5 - Follow Up Follow Up Follow Up

Times change and people's situations change as well. So a “No” can really be a “Not Yet”, so don't get discouraged.

If you keep building the relationship and they know you're still working your business, they'll be calling you when their time is right.

So many times I've had people say "Well if I ever decide to do this, I'll be doing it with you".

BINGO! Exactly what I want!

Most people NEVER follow up, so they lose out on most of the people they would've enrolled.

I'll think of people randomly and just call them up and tell them that...that they came across my mind and I'll ask:

"How are you?"

"What's going on in your life? Family? Business?"

Start with **THEM** first.

There's a great saying:

People Don't Care How Much You Know Until They Know How Much You Care
— it really does work!

Skill #7 – Talking to The COLD MARKET - ONLINE

Leads

In my first company, I went on the internet and searched for "work from home" jobs. I came across a page, entered my info and connected with a lady in California (I was in North Dakota at the time).

Ever since then, I knew, since I started that way, that there were people looking for a way to work from home online.

I naturally gravitated back to this when my warm market dried up in the beginning of my current business.

The only thing I knew to do at the time was to buy leads of people who had opted in to an advertisement to work from home.

If I knew what I know now, I wouldn't have gone that route.

Leads can be very costly for very little return. I'm not saying they WON'T work, but they're not the best investment of your time or money *these* days to find quality prospects.

Leads can be good for ONE main reason:

by talking to a lot of people, you will eventually get GOOD at talking to people, which I DID.

While getting good at talking to people that were looking online, I ran across my first leader in my business. I called her up, read a script to qualify her and walked her to my presentation.

When she came into my business, I replaced a full-time income working it part-time in less than two years!

Here's how that kind of conversation would start:

Hi _____, this is Elizabeth, I'm calling you back, you were looking for a way to work from home, is that still correct?

How can I help you?

Have you ever had your own business before?

If you were to get started, how much time would you be willing to invest?

What is the main reason you would want to build a business right now?

How much money would you need this business to create to make it worth your time and effort, monthly/yearly?

As you can see I'm "interviewing" my prospect, seeing if this might be a fit, both for him/her and myself.

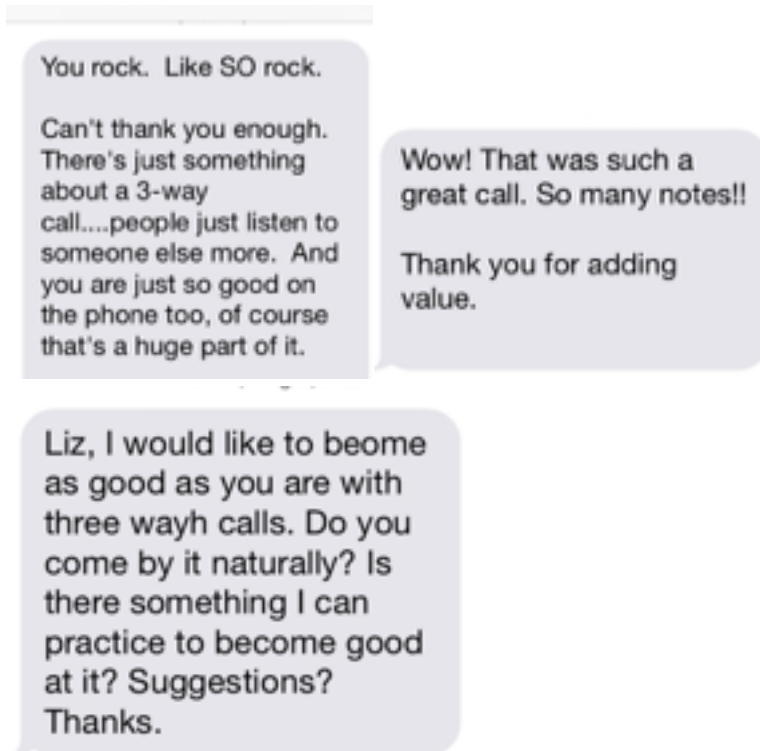
I'm asking the questions and I'm doing ALOT of listening for words, attitude, tonality.

I'm listening, trying to figure out just what kind of person I have on the phone.

When you get really good at this, you can determine, in about 90 seconds, whether you want to continue the call or go ahead and "next" the prospect.

Because of the skills I learned talking to a lot of prospects, I am now one of the most sought after 3 way call partners in my company:

These are actual texts I received after helping my team talk to prospects:



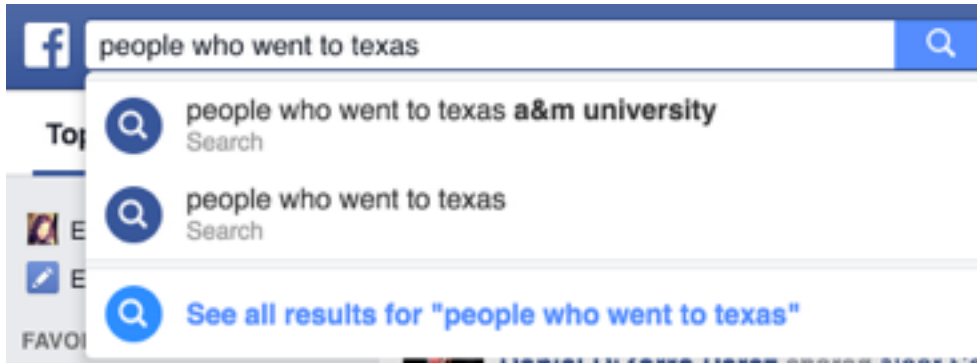
I'm so thankful I learned these skills and you can too, just get on the phone and talk to people...*alot of people!*

A Better Way Online

Now, with social media exploding, the BETTER way to find people is to **create your own leads** by reaching out online.

Reaching out on social media to an individual and starting a conversation can be very simple.

- 1) Look for like-minded people, especially in your same area and friend them (works best if you have mutual friends in common).
- 1) Find like-minded groups of people that you resonate with, people that you would want to enroll, then join the group and engage in conversions with people in the group. An easy way to find groups is by using the graph search, which looks like this:



Engage in the group and find people to connect with and send them a friend request.

- 1) Send an initial message, maybe something cool you noticed on their profile or someone you know in common

Here's an example of an initial message that I send:

Hi _____,

I saw your name in my newsfeed today. I decided to check out your profile since we have some friends in common and it looks like you know quite a few people and we are both here in Fort Worth.

Anyways I wanted to reach out because I am a professional recruiter for a major company based in _____ and we are currently expanding in the area looking for good people here _____. I don't know if you're doing extremely well but even if you are, do you have any open-ness to making any money on the side?

I don't reach out to everyone but you looked super sharp and fun. I have no idea if you are serious about making extra money right now but let me know if you have any open-ness, and if not - no big deal!

*Have an awesome day,
Elizabeth*

****make sure you send a message that sounds like YOU, not me.**

If some of those words above don't sound like you would sound, change it up a bit.

For instance, instead of

"I decided to check out your profile since we have some friends in common",

you could say

"I was scanning through my fb and your status update came up in my newsfeed

so I checked out your profile.”

and instead of saying

“Anyways I wanted to reach out because I am a professional recruiter”

you could say

“Anyway, I thought I'd go out on a limb and reach out to you because I'm an executive recruiter...”

BIG TIP: NEVER SEND OUT AN UNSOLICITED LINK. If they haven't asked for your link yet, don't just send it, move on to another open prospect.

4) Try to set up a meeting in person to see if they are a fit for your team. This is a great way to build locally! If they insist on seeing a link first, go ahead and send something really simple to give them an overview of your company. This can also be a good sorting tool to save time :)

5) Set a goal to consistently reach out online by sending 10-20 messages per day. The key here is CONSISTENT messaging and FOLLOWING UP. Keep a log of who you sent messages to and send follow up messages periodically. If you sent even 10 messages/day, 5 days/week, that's 50 new people/week. You keep this up and you'll have NO trouble finding people to talk to!

6) Make sure your profile looks like someone YOU would want to work with. Post “lifestyle” pics of you and your family or team having fun, recognizing people at events, share or create inspirational quote picture and just be a cool person! Steer clear of being very opinionated and /or political because you might drive people away.

You want someone to “lean in” and be curious about what you're doing. You want them to see you as a leader and someone of influence. That's who people will want to work with!

Ultimately my BIGGEST TIP for you is to always believe:

The rest of my team is out there, I just haven't met them yet.

Prospects are everywhere for you to meet. If you really believe this, make the decision that you are doing this thing UNTIL...

Skill #8 – Becoming an Authority Online – The BEST Way

What I've found to really help me find unlimited prospects was to learn some marketing skills.

As I started learning this, it helped me get better and better at finding new prospects to talk to, people that are now reaching out to me online about my

business. I've learned how to position myself as an authority in my space and now, people are treating me like a mini-celebrity when I call them back!

If you'd like to learn how to generate more leads, build a list of interested prospects that's automated that are eager and excited to talk to you, where you're not spending so much time actively prospecting, then you should really check out the system I found that's helping me do this right now.

[CLICK HERE FOR THE FREE TRAINING THAT MAKES ME LOOK LIKE A ROCK STAR](#)

You too will be enrolling your 72nd team member, will have made good money and you'll be having a blast like me!

Here's to Your Journey to Success!

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