

Be Connected for Success

When people give us the runaround and cannot go to the web site now, get on a three-way call, or listen to a prerecorded message...When they say give me a call next week, AND *you know* they're giving you the runaround...

Oh, man, Oh you know <Name> you know what, **I am so sorry this is not going to work** because this is going to be completed by next week and basically you will just not have a chance at the project I'm working on right now.

What does your schedule look like today? Can you get on-line while I am talking to you?

YES Great, go to the computer and make sure you can see if you can get to my website.

(When they're walking to the computer to get the web site up, talk about what they had said was important to them. I.E. get out of debt; never want to be in this financial situation again, etc.)

Are you on the computer? Can you type in www.LMSuccess.com now? Check it out. It takes about 15 minutes for the average person to look at the web site. I'll call you back in 30 minutes. I have a couple more interviews I need to conduct.

Talk to you in 30 minutes.

NO Well what does your schedule look like tonight?

If you at least look at the website... if it's something that you might want to do... I can hold it for you until tomorrow morning, IF you send me an email tonight indicating that you're interested... otherwise I have to give it to the one next in line. That's one thing I can do that for you!

Just understand that there's no commitment being made at this point, just that you want to look further. I won't make my decision until you're able to see the whole picture. But that at least will put you first in line!