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feel the surge of excitement as others eagerly look forward to our ideas We will be respected We will make a difference And we will accomplish more Be somebody 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 Network Marketing One Cup at a Time Keith Schreiter,Tom "Big Al" Schreiter,2024-11-26

Can we eliminate stress and tension while building our network marketing business Absolutely Imagine replacing high pressure selling with fun engaging conversations over coffee Picture a relaxed atmosphere of open minds connecting with what we offer Can we drink coffee or tea Yes Can we have pleasant conversations Yes Will prospects enjoy our coffee meetings Yes Ah but the best part Our prospects think Hey I could build this business I don t have to be a sleazy salesperson All I have to do is meet prospects over a pleasant cup of coffee and give them a great option to improve their lives The worst that can happen We both enjoy a great cup of coffee Our prospects visualize that they can be successful too just by chatting over coffee We just overcame a common objection our prospects have Can I do it The secret to this comfortable and effective way to build our business Great first sentences This book is packed with powerful first sentences to capture attention secure coffee appointments spark instant decisions and even how to kickstart conversations over our freshly served coffees No more dread No more fear No more uncertainty about what to say or do Start every morning with a smile and think Yeah Today is a great day for coffee chats with prospects 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

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

Mind Reading for Network Marketing Keith Schreiter, Tom "Big Al" Schreiter, 2023-03-01 Tired of guessing what our sales prospects are thinking Need a superpower to turbocharge our sales message Serve our prospects better now by mastering the art of mind reading Now we can know exactly what our prospects are thinking and exactly what they want What if we could mentally know what our prospects are going to say so that we are not caught unprepared What if we knew exactly the objections and feelings that hold our prospects back What if we could give our prospects a winning custom solution that fits immediately What if our prospects felt we were a trusted source that helps them instead of a salesperson trying to sell them This is our chance to take our sales message to a higher level where we are talking with the exact conversation that is already in our prospects minds They will

love it Instant bonding and rapport Don't waste time on the wrong conversations Now we can save time by engaging with the honest thoughts and feelings of our prospects We know they want what we have to offer All we have to do is talk to the correct conversation they have in their minds Mind reading is not about being psychic or manipulative It's about understanding what our prospects are thinking and helping them achieve what they want Here are the easy tools and techniques to give us this mind reading superpower now **Big Al's MLM Sponsoring Magic Tom "Big Al"**

Schreiter, 2019-12-06 What should a new distributor do first So much for the new distributor to learn only part time hours but they need to build quickly MLM is different than a regular job Every new person in your business should have a copy of this book to guide them in the early days of their network marketing career This book shows the beginner exactly what to do exactly what to say and does it through the eyes of brand new Distributor Joe Big Al teaches Distributor Joe a very basic system to get to 100 distributors fast Using just a few contacts and a very simple rejection free appointment and presentation system Distributor Joe learns by observing and thus builds leadership skills instantly The magic script to help every new distributor get his first network marketing distributor makes it easy to build deep In a few words or examples Big Al brings to light the real answers to network marketing leadership challenges You'll find the same humor and directness that has endeared Big Al to his workshop audiences throughout the world Published as Big Al Tells All Sponsoring Magic in 1979 and revised in 1985 and 1999 this latest revision includes updates to match the changes in the network marketing industry It still retains the classic techniques that are essential to successful network marketing Every new person deserves instant success in MLM so why not use this easy system to get them started fast Motivation attitude positive attitude and philosophy are great but at some point every new MLM distributor has to learn the skills of what to say and do This is the book they need Big Al's MLM Sponsoring Magic How To Build A Network Marketing Team Quickly is a fun and fascinating network marketing system that every new distributor enjoys What a great way to start off a new distributor's career with this easy to read book Order your copy now

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