

MLM Training Article

Don't Be Distracted By ANYTHING!

By Tim Sales

MLM Lessons

Providing Time, Tricks, Training and Lessons on Network Marketing Business

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By Tim Sales



Experts tell us that it's not what you say but how you say it. Well just where do you learn how to do that?

When talking with your prospect, after the first silent statement of, "I'm interested in you," the next thing you do is DON'T BE DISTRACTED BY ANYTHING.

I know it sounds simple but boy does it show when you don't do this. And I wouldn't be discussing it if I didn't see that it is severely limiting many people from being good communicators.

When you are distracted by something, immediately your silent statement of "I'm interested in you" is gone because you're not interested in them if you're distracted by something else. Instead, you're interested in the email that just came in or the waiter that just stepped up to the table.

In toasting a glass of wine, champagne or grape juice, customary etiquette claims that you should keep the glass to your lips until the toaster has taken it away from his/her lips. In talking with your prospect, don't take your attention off the prospect until the prospect's attention goes off you. If the prospect looks at a TV, a waiter, a child, etc., don't keep staring at them – shift your focus to what they're looking at.

When you're on the phone, keep focused on the conversation – no multitasking! Extremely important things get skipped while you're doing other things. Your replies to their statements and questions are very often incorrect or inappropriate or not timed correctly. And don't think for a second they don't notice... it may be "okay" with them, but they know they are second [at least] in your order of importance. This is never okay.

For those of you who've listened to [Professional Inviter](#) you probably recall my conversation with the lady Ruth and how she was multitasking. So I asked her to repeat what I had just said to her. Did you hear her trying to respond? It's actually very funny when you listen to it. But that's an example of her not being able to correctly respond because she was multitasking.

When you're at a business meeting with your guest, don't be distracted by the environment. When someone arrives late to the meeting – don't look at the late person. I don't care if EVERYONE looks; don't you. Keep your eyes on the presenter; this reveals the importance you place on the content of the speaker. Your guest will notice your actions. This also goes for someone leaving the room. Often training meetings are more relaxed, but the same rule applies – don't be distracted by anything in the environment.

Some common things I see Networkers distracted by are:

- Men distracted by a cute girl walking by
- Women noticing the wardrobe of another woman walking by
- Television that's in the room
- Children or pet at an in-home meeting
- Cell phones ringing
- Someone more interesting than the prospect – which should NEVER be the case
- The rattling of a health/candy bar or a piece of candy

Forget everything else and just pay attention to your prospect!

This subject comes from Ten Communication Qualities on "[Professional Inviter](#)." The first quality of the ten is BE INTERESTED IN THE PROSPECT. The second quality is DON'T BE DISTRACTED BY ANYTHING IN THE ENVIRONMENT.

If you think about it, if you're really doing the first quality, the second quality is a given.

Much respect and admiration,

Tim Sales

About Tim: About Tim: In 1989, near the end of an 11-year tour with the US Navy Underwater Bomb Squad Team, Tim answered an ad in the Washington Post newspaper that led him to his first and only network marketing company. Five years later his network marketing income rose to over \$150,000 per month with over 56,000 people in his organization. His most noted contribution to the Network Marketing Industry is the Brilliant Compensation presentation. In addition, Tim is a teacher at the university-affiliated Network Marketing Certificate Seminar sponsored by the University of Illinois at Chicago. To learn more about Tim visit his website at <http://mlmlessons.brilliantexchange.com>

Also, get great M L M prospecting movies by Tim Sales and Dr. Charles King on your website for only less than \$1 a day.

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MLM Resources

MLM Brilliance - by **Tim Sales**

One of the most brilliant MLM prospecting movies on the Internet. The movies professionally explain the concept of Network Marketing and why you should get involved in the business. Get these movies on your own website. If you don't have a website, MLM Brilliance will provide you one for FREE.

The Ultimate MLM Blueprint for Massive Success - by **David Ledoux**

David Ledoux spills out his Massive Success secrets in his highly-acclaimed masterpiece. Available in both digital and physical formats.

103 Ways & Places to Sponsor New Distributors

- by **Tom "Big Al" Schreiter and Art Jonak**

With this Power-packed 500+ page manual from two top Network Marketers, Tom "Big Al" Schreiter and Art Jonak, you'll never run out of prospects to show your opportunity.

MLM Success Tips - by **Joshua Shafran**

Little Known MLM Sponsoring Secrets Cause Hoards of Prospects to Beg (even plead) to Join Your Network!

How To Get Rich In Network Marketing In The Internet Age

- by **Frank Garon and Terry Dean**

Doing A Network Marketing Business Using Methods From 5 Years Ago is Like Trying to Fight a Battle with Clubs and Spears...When You have Laser Guided Tomahawk Missiles Available to You.