

Cold Market

Sheel Sessa (TM)

- People you don't know
- Make friends
- Plant seeds
- The wrong approach
- Be interested in them
- Help people live better lives




Hot Leads

- Check them out
- Find common ground
- What's their social media image?
- Don't give out info – make them ask
- Understand their why?




Sheel Sessa (TM)

Overcoming Objections

Sheel Sessa (TM)

- It's a pyramid scheme
- Embracing the no (result not failure)
- Follow up
- Be selective not desperate

Talent Spotting


Sheel Sessa (TM)

- Demos
 - Leading questions
 - Life and soul
 - Previous experience in Direct Sales
 - Cant buy
 - You've been spotted envelopes




Golden Rules

- Assumptions
 - Don't need money
 - No desire
 - Too busy
- Don't devalue opportunity
 - Helping people
 - Join for money – stay for the feeling



Sheel Sessa (TM)

Learn to listen

- It's a skill – develop it
- 2 ears one mouth
- All about them
- What's their need?
- Be genuine
- What would they need to decide to do this?

Most people
do not listen with the
intent to understand;
they listen with the
intent to reply.

Sheel Sessa (TM)

Treat others as they would like to be treated

- **Director** : Fast paced, dominant, results driven
 - Give facts clearly, clarity
 - Let them control
- **Socialiser** ; Focus on relationships, loves to talk, enthusiastic
 - Want to create new friendships/seek fun/easily distracted
 - Make them feel important – center of attention

Sheela Srinivasan (C)

Treat others as they would like to be treated

- **Relater** ; Teddy bears in the human zoo, easy going, people orientated
 - Want to 'belong', use first names,
 - Build a relationship, listen patiently, perfect networkers
- **Thinker**; Analytical, cautious, independent, well organised
 - Love facts and data – direct them to detail
 - Move slowly & methodically

Sheela Srinivasan (C)

Mindset

- Don't get emotionally attached to result
- Don't get frustrated
- Be consistent and persistent



Sheela Srinivasan (C)

Don't Quit!!

- Master the mundane
- Plan, do, review
- 40% Product, 40% Income, 20% Biz Opp



Sheela Srinivasan (C)



Is their why strong enough?

- Not everyone stays
- What's their goals?
- What's their pace?



Sheela Srinivasan (C)

Referrals

- Ask your warm market
- Ask your 'no's'
- Ask everyone



Sheela Srinivasan (C)



It doesn't stop at sponsoring

- Getting your new team member up and running
- Fast-Start and R&R Program
- Their Branding
- Product
- Ordering
- Discounts
- Back-office



SheerSenses (2)

SheerSenses (2)

Identify any specific training needs

- Distributor Facebook Support Group
- Team Group
- Ongoing nurturing & support
- Link into team & 'local' distributors
- Dates of upcoming events




SheerSenses (2)



Roleplay



SheerSenses (2)



Incentive for October



- Glam Doll LipSense
- Glossy Gloss
- Ooops! Remover

SheerSenses (2)