



# IMPACTT

Don't Let These Three Thieves Steal Your  
Business Building Success



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# The 3 Thieves



**NEWS UPDATE**

**Don't Let These 3 Thieves Steal Your Business Recruiting Success!**

Watch Video ↓

## It's Like A Disease For Newbies

You are new to your business and excited for the possibilities. It's easy to feel that way since your rescruiter has painted a picture of how great the products/services are and how valuable they are to people and how easy it is to get customers.

Then the discussion go from getting customers to recruiting.

This is the big thing! It's one thing to make a commission when people purchase the product/service but getting others to do the same is when your eyes open up wide. You can not only make a commission on your customers purchases but the purchases on the customers of your recruit. You sign up, leave and start figuring out who you are going to introduce to your awesome business. But then you are introduced to the first thief.

# The First Thief - Fear of Rejection

**Well it's no doubt that fear kill more people chances of achieving success than almost anything else.**

## Fear of Rejection

▲ Yep! I said it! It is the most deadly of all of the three thieves. You Ask How.

Well first the reason that this is the most dangerous of all thieves because it stops you before you start. Before you have done one thing you quit. The idea of being rejected is more destructive to your confidence than the idea of working toward success. You ponder calling a family member, a friend and a co-worker and you start playing in your head their possible responses.

1. I'm not interested - The Stinger
2. I don't have time
3. Is this a pyramid
4. Call me later - Attempt to avoid you

This happens and it's not that you quit, but you didn't even start. And this is understandable. Why? Having confidence is very important to all of us. Many of us have confidence already in the success of our work and family life. And we guard that every single day of our lives. But risking it for a new business venture that can possibly tear that confidence down is not something most people are willing to do. So they don't start to keep whatever confidence they have intact.

## The Second Thief - Rejection

**It's one thing to anticipate rejection and don't start but another to hear those words. It feels like you have been stabbed with a hot tip blade.**

### ◀◀ Rejection

Well you might ask, which is worse, the fear of rejection or the actual rejection.

I'm not sure but one make you not start on the journey at all at and the other forces you to quit. But if you get started and take on rejection then this probably put you ahead of the person who signed up but never tried. But then they faced rejection from their contacts or prospects that the "fear of rejection person anticipated.

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### ■ Keep This Important Thing In Mind

The People That You Are Contacting Fall Into These Categories

Was Not Aware of The Industry - Very few

Was Aware of The Industry and Have Been Contact By At Least a Dozen People

Have Been In The Industry and Have Left - Due to Lack of Success - A Lot of These

Already in The Industry Successful Where They Are

**You got an OK. This means that I'm open to hearing your presentation. It's high five time.**

### ◀◀ Waste of Time

▲ If you are finally able to get a person or persons to agree to attend a presentation you then become somewhat excited. You survived the first two thieves, Fear of Rejection and Rejection. Now all that is left is how you give the presentation. In the past most of it was done through home meetings, hotel meetings and coffee shop meetings. Since the pandemic many have move to Zoom meetings.

1. Home meetings
2. Hotel Meetings
3. Coffee shop meetings
4. Zoom meetings

**All four of these areas requires a lot of time - 2 hours minimum**

Setting up the meeting - Where and how

Preparing for the presentation - Presentation material and products ( if products is your business

Traveling to the presentation location

Setting up the presentation

Presenting

Answering questions and handling objections

Hopefully having some signups

## Now What?

**You look at time as a return on investment. What will I make based on the amount of time that I have put in.**

### ◀◀ **Return on Investment**

▲ Like any person that enter into a business enterprise you're going to be viewing the most valuable commodity that you have, time. Time it takes to get consistent customers purchases and getting people to join your team, stay at it and produce results. .

#### Customer Purchases

If you get a customers to purchase your products/services for 12 months you probably have earned from \$100.00 to \$200.00 for the year. Now that's a pretty good return on your investment spending about a couple of hours getting a customer.

### ➤ **But is it enough?**

Some become customers and purchase long enough

Some become customers and quit immediately - Usually a few months

Some become partners and stay

Some become partners and quit immediately

**Your job is to get the information into the hands of people so that they can make a decision to participate or not.**

### ◀◀ Information In Hand

Unfortunately, many people have been trained to follow a system created over 100 years ago to build a business of today. The world is different, the people are different who have many choices and the industry is different.

#### 🔗 Changes In The Industry

In the 1930's there were only a handful of companies in the industry like Avon and Amway early adopters of the system. Today there are hundreds of companies. and millions of participants worldwide. Many people have either participated in the industry or know of it. They don't need a 2 hour presentation.

### ➔ Then What Is A Person To Do?

Don't follow the actions of many who don't start or quit. Maintain credibility and confidence by getting the information into the hands of people without facing the three thieves so that they can make a decision to participate or not. See the three thieves here [The Three Thieves](#)

# No Rejection Presentation.



 No Rejection Presentation



[www.norejectionpresentation.com](http://www.norejectionpresentation.com)

