

How To Launch Your Business

The Right Way To Approach People You Know

Inviting people you know to learn more about your Numis Network business is easy and **not** intimidating at all if you do it the easy way, which is what we teach. There are just three simple steps!

Step 1: Qualify

This is where you find out if a person is someone you should invest more time into (as it relates to your business). Your **only goal** is to get a quick yes or no. That's it!

Hint: You will only know if a person is interested if you actually **ask** them!

Here is a great example of a low-key and simple way to "break the ice". Learn it until you have it down cold and **whatever you do, don't** try to **elaborate** or give more information:

Listen, this may not be **anything** you are interested in but I just got involved in a gold and silver business, it looks like the timing is pretty good, if you are interested in hearing more, **great**, if not, no big deal.

Step 2: Invite

Your job is not to explain squat. Especially when you are just getting started. When you go through step 1, a person will either say yes or no. If they say no, politely thank them for their time and move on to the next person - this is a fast process. If you get a yes, **do not** under any circumstances try to explain **anything**. **Especially** if you are confident that you could easily explain it and bring the person on board yourself.

Why?

Because while you are in the process of enrolling people, you are **teaching** them what to do. If all you do is **invite** your prospective partners to one of the many resources you have available, they will see that what you do is **easy** and they will do the same thing!

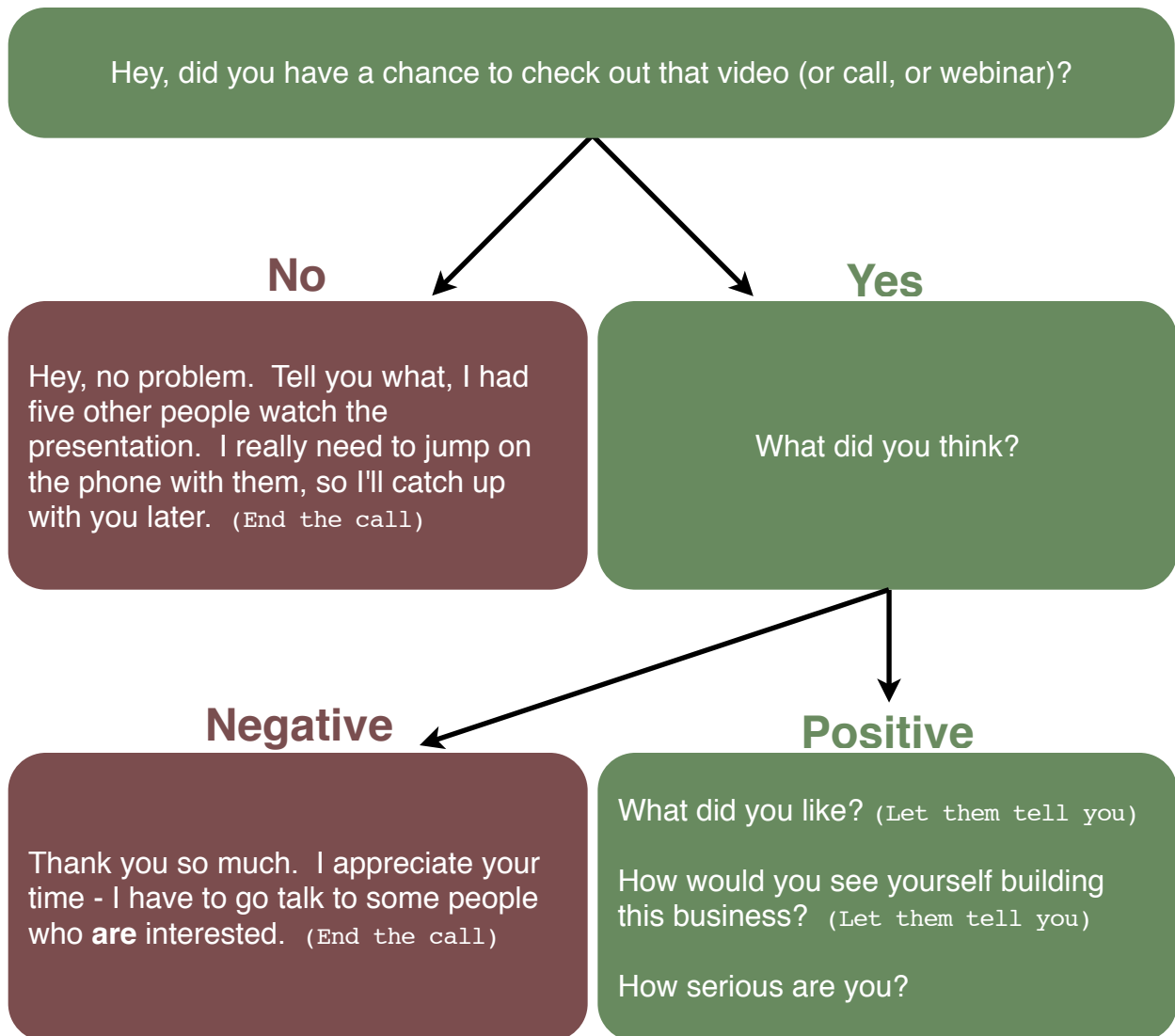
So, simply say something like this after you get a yes:

I'm brand new to Numis Network and I don't know that much about it yet, but just go to my web site: www.numisnetwork.com/yoursitehere and click play. If you have any kind of interest, just give me a call back. If not, no big deal.

Alternatively, you can also invite them to one of the daily webinars or twice-daily sizzle calls. The point is that you are inviting and letting the experts do the explaining for you. Do **not** get invested in the outcome of their investigation. Your job is to just qualify and invite people. Do enough of that, and you will succeed.

Step 3: Follow Up

Although you invite people to call you back if they're interested, you should call them back and follow up. Here's what to say, based on the response:



If you take enough people through this process you will have a good number who are ready to get started. Don't let people who say no or who are negative affect your attitude. There are a certain number of no's you have to go through to get a yes, so set a daily goal for the number of no's you want to get and **go for it!**