



# How to Prospect, Sell, and Build Your Network Marketing Business with Stories

*Tom "Big AI" Schreiter*

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In network marketing, the easiest and most comfortable way to prospect, sell, and sponsor, is with... a story. Facts are boring. Everyone represents a company with great facts. Our prospects have heard that all before.

But with a story, everything changes. The prospect becomes involved in the story, and instantly **sees what you see**. And isn't that what you want?

So forget the flip chart, the presentation book, the website, the PowerPoint, and the video. These are great tools after your prospect has made the mental decision to do business with you. Instead, use stories to get that "Yes" decision. Then you can do your regular boring, fact-filled presentation, but use this presentation as your new distributor's first training session. The difference is monumental.

Instead of detailed explanation (facts) about what stories do inside your prospects' heads, I focused this audiobook on the **actual stories** I use, word for word. You will love these stories, you will use them often, and you will definitely enjoy the increased success in your business.

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