

LINING UP THE ONE-ON-ONE

There are many trainings on how to do a one-on-one, but the biggest question is how do you get the one-on-one?

Let's say you are at a show and some lady says, "Is all of this yours?" "How many nights a week do you do this?" "Is this all you do?" "This must take up a lot of your time." Or, some lady is very helpful at the table or seems to really love the jewelry. You need to ask, "Have you ever thought about doing something like this before?" (Of course she is going to say NO).

You need to say, "You ought to take a look at this. We make 50% of everything we sell and I get to set my own hours and be my own boss! I made great money last year and I loved it!"

**THEN USE THE REFERRAL APPROACH
SO THAT SHE DOESN'T GET DEFENSIVE!**

Say, "But even if you're not interested, YOU COULD HELP US OUT! You probably know someone who needs to make an extra \$500 a month! By the way, I give \$100 in FREE JEWELRY for any referral you might give me that comes into my business!"

They naturally might resist the invitation if you were approaching them, but YOU'RE NOT! You'd like "referrals"! SO USE THE REFERRAL APPROACH!!!

Let's say you want to sit down with a friend, but you do not want to turn them off, what do you do? Use the approach that Randy Draper used with me. Rand said, "Greg, you're probably not interested in what we're doing, but you could help me out! We're looking for ladies that want to go out and make an extra \$500 to \$1000 per month showing our jewelry! (I told him I wasn't interested). Randy said, "Let's get together and let me show you the jewelry. Even if you can't think of anyone, we'll have a good time visiting and catching up about old times!

We vowed when we got into the business that we would never "turn off" our friends or have them "avoid" us! YOU CAN DO THIS by using the "REFERRAL APPROACH"! It is a sincere and genuine approach! AND...IT WILL WORK FOR YOU!! TRY IT!!

Remember, the best "sponsoring" talk you can share with someone is FROM THE HEART...just telling others what it has done for you!