

'Can you just send me a link'

In today's times, people are used to saying things like "send me a link to that clothing item you mentioned" or whatever, so from time to time a prospect might say to you; "can't you just send me a link".

Well, we are going for Doing the Presentation, actually Showing an Overview and being able to help them at the end, with what category they are, and helping them with their own Personalized link - so they can go shopping.

And it is necessary to exercise a bit of control for that - just sending links around gets nothing done, pretty much no matter what your business is, without the personal conversation.

What we are inviting to here is actually a presentation, and it's something we do together, so no it isn't "can you just send me a link". So if someone says "can you just send me a link", **here is some suggested dialog reply with:**

"Actually, this is a bit different, it's not just a website, and in a way, I am the link -

I have information for you if you need it during the video tour, and we do this together, and I help you with information at the end -

I won't waste your time and you'll find this interesting.

it's only 20 minutes, can we start that now?

(Or, nail down a definite time - and remind / confirm).

Another tool you can use, if they are impatient, if they say they are tight on time etc, is to have them pull up and watch one of the Mini-Introduction videos.

If possible, have them do that "right now" while you are on the phone with them, so that you can be there to guide things, get their response, and guide towards seeing "the second part", the continuation section (15 minutes) of the presentation. (And you'll need to give them the password, simply 123).

The last page of the presentation guide, script, has some guidance on all of

this, and it gives you the web addresses, and clickable links that you can text or email.

As that guide describes, "if you have to", you can send them the link and the password, for them to watch "on their own time", if it has to go that way. (You can't post this on your Facebook page or any social media).

Always try to do this "together", it's more personal, and you have more control. And less likelihood of "endless chasing of cats" re: follow-up.

Ask them to get back with you, with their feedback, and lead them, guide them, to then actually get the full story; to have a real tour.

Definitely follow up. Sometimes it takes a while, and is a bit of a process. Some prospects move quickly, some move slowly. "Have lots of prospects".

And as well, if they just aren't responding; don't chase them, they likely have timing issues etc in their life. Put them on your calendar to check back with in like 3 months, 6 months, 10 months, and you can take your mind off of them.

Work with quite a few prospects from your contact list at all times, and add to your contact list with a goal of at least two new contacts added daily, and you'll feel less "scarcity" or feeling "needy", re: prospects, in general.

If you're only working with a few prospects, and grinding along with follow-up, it can make you feel kind of desperate... When in reality, we come across new people daily, in life and online, and there are many, many people out there in our environment, and in our groups etc, we can share with.

If you want more contacts to be working with, review this page, this will help you: <http://ContactListHelp.com>