



How to Get Instant Trust, Belief, Influence, and Rapport!: 13 Ways to Create Open Minds by Talking to the Subconscious Mind

Tom "Big Al" Schreiter

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Why can't salesmen sell? And why won't prospects listen?

We offer great products to prospects. We say great things to people. We share our vision and passion with others.

And they don't buy, they don't believe us, and they don't share our vision and passion.

We say great things, but people don't believe us, and they don't trust us.

So we don't need more good things to say. Instead, we need to learn how to get people to believe and trust the good things we are saying already.

It's not about the presentation. It's not about the price. It's not about the salesman's breath. It is not about the leader's PowerPoint presentation.

It is all about the magical first few seconds when we meet people. What happens?

In the first few seconds, people make an instant decision to:

1. Trust you. Believe you.

or

2. Turn on the salesman alarm. Put on the "too good to be true" filter. Be skeptical. Look for "the catch."

This decision is immediate, and unfortunately, usually final.

In this book, you will learn easy four and five-word micro phrases and simple, natural techniques that you can master within seconds. Yes, this is easy to do!

Your message should be inside of other people's heads, not bouncing off their forehead. Your obligation is to get your message inside of their heads so they will have options and choices in their lives.

Now, if you can't get people to trust and believe your message, then you will effectively be withholding your message from them.

Use these tested, clear techniques to build that instant rapport with other people and then, everything else is easy.

If you are a leader, a salesman, a network marketer, an influencer, a teacher, or someone who needs to communicate quickly and efficiently, this book is for you.

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Martha Lockridge:

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