

# HOW TO IMPROVE YOUR RECRUITING RESULTS WITH MPB TOOLS BADGES

When you are walking down the aisles of your local super market or in a line at a theater or even in a restaurant you will see people look at your badge (a walking billboard for your business) but only a few will say anything to you.

Don't wait for them speak to you, when you see them look at the badge and then look at you or just do a "double take" of the badge, be proactive and say to them; "How would like to get your groceries for free?" Almost always they will respond with "Sure, who wouldn't?." The next thing you should say is; "Let's exchange information and I will get you a free video to watch." Hand them a 3x5 card or a small pocket size spiral notebook and something to write with. Tell them to "Put your NAME and EMAIL address." (NOTE: do not initially ask them for their PHONE NUMBER because many of them will balk at giving you their phone number and just walk away.)

When they start to hand you back your notebook or 3X5 Card say to them "Oh by the way - put your phone number on there because I will give you ONE CALL to answer your questions." You must let them know that you are not going to keep calling them over and over and bugging them.

Note: Don't "give away the farm" on the first contact. Remember if you tell them everything you know then they don't have a reason to get back with you later. Leave them wanting more information.

Now you have all the information that you need to do a follow up with them. On the same evening give them a call and say; "Hi Name, I was just giving you a call to get you that video to check out. Could you and your Spouse get in front of the computer for a few minutes and watch the video so that I can answer your questions for you and not have to call you back again later?" In most cases they will agree to watch a short video. If not, then make appointment to do it later.

Open your computer, while they are watching the video, on your "join" page.

After the video is over say something like: "Wow that's some powerful information, are you guys ready to start getting your groceries for free?" They will most likely start asking questions, if they have any interest. After you have answered their questions then ask them "Now that you have all that information are you ready to get started with us?"

They may ask a new round of questions. When you have answered those questions ask them; "Now that you have the information are you ready to get started with us to get your groceries for free? You know it's only a \$10 risk because you are going to buy groceries again soon anyway, aren't you? You know, even if you get excited and sign up now and then call your brother and he says no, you call me back and tell me this won't work - then all you risk is about the price of lunch at a McDonalds because you still have \$200 worth of groceries coming. Just order them online and have them sent to your home." Remember to have your online application open and ask them, "What do you want as a user name?" If they give you a user name they are signing up with you.

If they say something like; "We need to talk it over or think about it, or any thing else, just ask them; NAME & SPOUSE, let me ask you a question; what would it take to get you guys involved with us tonight so that we can get you off to a fast start for free groceries and a second income?" WAIT FOR THEM TO TELL YOU - DO NOT SPEAK UNTIL THEY ANSWER!

If they still don't want to sign up now then just say to them; "Be sure to book mark this web site so that you can go back and look at the video(s) a few times because we may have missed something. You have my phone number so just give me a call when you are ready for free

**groceries and enough extra income to pay off your** car or your mortgage, or maybe take that vacation you have been dreaming about. Ask them “Is it alright if I get back with you later and bring you up to date on how it’s going?” (Note: If, and only if, you really like these guys do you call them again. Don’t make a nuisance of yourself - they will never sign up with you if you do.

Let’s review.

1. When you see them read the badge talk to them - don’t wait for them to talk to you - people are timid.
2. Ask for their NAME AND EMAIL - DO NOT ask for phone until they hand the card back.
3. Hand it back to them and get them to add their PHONE.
4. Call them - don’t wait for them to call you - Be sure to tell them that you will not be calling again.
5. Let them watch the video while you pull up your sign up page on your web site.
6. Answer their questions and then try to enroll them  
(IF THEY ARE NOT READY TO ENROLL)
7. Answer more of their questions and try to enroll them again - remind them of the \$10 cost.
8. If not ready to enroll then ask them what it would take to get them to enroll TODAY.
9. If still not ready then get them to book mark the video and tell them to give you a call when ready.