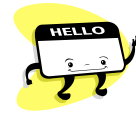


Contact with Confidence

HOW do you find out who would welcome your contact?

- Be willing to take a risk
- A “fresh spin” on the 3-foot rule
- Make a good first impression
- Make yourself memorable
- Take responsibility for making them feel comfortable



TIPS for contacting comfortably:

WHO will you talk to?

PEOPLE YOU KNOW	PEOPLE AT YOUR PARTIES
<p>Write down the names of people you think of in each of the groups I mention:</p>	<p>What questions will you have in your back pocket?</p>
PEOPLE YOU MEET	PEOPLE REFERRED TO YOU
<p>Notice people around you! Look at the person seated next to you. How can you pay them a sincere compliment or make a comment?</p> <p>What notes will you make for follow up?</p>	<p>How will you ask for referrals?</p>

Contact with Confidence

Follow up Success Is The Result Of Good Habits

When you make the initial contact, you build rapport. When you follow up, you go beyond rapport to relationship building.

Contact without follow up is like _____.

- Relationship building takes time.
- Make sure your name and your business stay visible to her/him.
- Establish trust. Be reliable and professional.
- Pick up where you left off.
- Mirror your prospect.
- Don't give up! Stay in her/his life.
- Provide new information.
- Think about your prospect – not about yourself.



“No” takes many forms!

- The firm “No, thank you”
- “Nooooo”
- “Yes, but no”
- The concern, hesitation or objection

What habits will you develop to get comfortable with contacts?

How will you make contacts a day part of your daily routine?

When will you carve out time to make contacts?

Contact with Confidence

“No” is NO PROBLEM!

If you ever feel discouraged when you hear the word “No,” remember that if you don’t hear “No” ENOUGH, you’re not asking ENOUGH people!

Reward yourself as you go along so you don’t get discouraged. You choose the rewards!

When you get to that “No,” reward yourself with whatever you wrote in the square!

No	No	No	No	No	No	No Reward	No	No	No
No	No	No Reward	No	No	No	No	No	No	No
No Reward	No	No	No	No	No	No	No	No Reward	No
No	No	No	No Reward	No	No	No	No	No	No
No	No Reward	No	No	No	No	No	No Reward	No	No
No	No	No	No	No Reward	No	No	No	No	No
No Reward	No	No	No	No	No	No	No	No	No Reward
No	No	No	No	No	No Reward	No	No	No	No
No	No Reward	No	No	No	No	No	No Reward	No	No
No	No	No Reward	No	No	No	No	No	No	No Reward