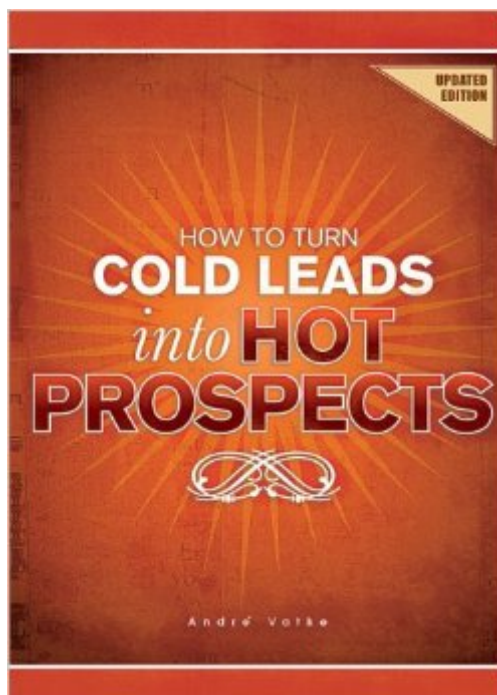


The book was found

How To Turn Cold Leads Into Hot Prospects



Synopsis

How To Turn Cold Leads Into Hot Prospects is a landmark best-selling network marketing training course that provides you with a start-to-finish blueprint on how to get a pre-qualified lead to ask you for more information about your opportunity, how to automatically increase their interest level before you even talk to them, how you can naturally position yourself as an expert rather than a nuisance, and how to easily guide them to the close without hype, over-promising or manipulative tricks. If you find yourself regularly dealing with unqualified prospects, objections, lack of response, irritated or rude prospects, prospects that aren't interested or prospects that join with someone other than you then you're unknowingly burning up your marketing dollars. How To Turn Cold Leads Into Hot Prospects is the solution! Course features 2 audio CD's with over 3 hours of indexed audio training & a 36 page downloadable companion workbook with self-tests, exercises, tracking sheets, recruiting scripts and bonus audio links.

Book Information

Audio CD

Publisher: Leaders Club; Updated Edition - 2 CD Set edition (May 1, 2007)

Language: English

ISBN-10: 1424311470

ISBN-13: 978-1424311477

Product Dimensions: 7.5 x 5.3 x 0.6 inches

Shipping Weight: 4 ounces

Average Customer Review: 3.8 out of 5 stars [See all reviews](#) (5 customer reviews)

Best Sellers Rank: #1,529,742 in Books (See Top 100 in Books) #93 in [Books > Books on CD > Business > Sales](#) #162 in [Books > Books on CD > Business > Investing](#) #979 in [Books > Business & Money > Small Business & Entrepreneurship > Marketing](#)

Customer Reviews

I bought this back program in 2008 and never really did much with it until recently. Now I have listened to it over a dozen times and continue to do so weekly, did the course work 3 times and now implementing the lead generating tactics and getting real results. Don't be a fool and pass on this program any thing leadersclub sells is gold make no mistake, take it from a guy who owns a huge mlm course library.

This course is just one of the many Courses available from Leaders Club. All of which are based on

over 400+ hours of tested and proven training that works for Network Marketers world-wide when applied as directed. It comes with a very nice workbook as well and that helps tremendously with retaining what is taught so it is much easier to apply effectively. It's nice to get original material and training from the Pioneer as opposed to the Copycats and Renegades out there that over promise and under deliver.

CD's were produced as part of a Leaders Club presentation. Excellent training as all Leaders Club info is. For the moment of connecting with a prospect and moving forward with a genuine connection with that prospect this is spot on info.

I bought this used. It was suppose to have a work book with it but it was no longer part of the package. So didn't get everything out of it that I could have.

I like the CD but after track 6, on each disc, it begins to skip and gets to the point where it can't be heard. Poor quality.

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