

Tim Sales Created A Multi-Million Dollar Business Using This Formula!

**PRINT THIS OUT** and Laminate It Back-to-Back and Carry It With You Everywhere You Go!

**MEMORIZE & USE IT TO MAKE MILLIONS!**

## The "Inviting Formula" – Tim Sales

### **Step 1 – Greet**

The purpose of **Greeting** is to get your prospect willing to talk freely and openly.

### **Step 2 – Qualify**

The purpose of **Qualifying** is to find out what the prospect needs, wants and doesn't want as it pertains to your business.

### **Step 3 – Invite**

The purpose of **Inviting** is to ask your prospect to review information that can help them achieve what they've stated they need, want, or don't want from the qualify section.

### **Step 4 – Handle Questions and/or Objections**

The purpose of **Handling Questions and Objections** is to get the prospect beyond the questions and/or objections which are apparently stopping them from attaining what they've stated they need, want or don't want.

### **Step 5 – Close to Action**

The purpose of the **Close to action** step is to conclude or complete what is currently being said or done and then start putting your prospect's needs, wants, don't wants into existence.

### **Step 6 – Follow-up or Follow-through**

The purpose of the **Follow-Up** is to re-contact your prospect and move him/her towards what they've stated they need, want or don't want.

The purpose of the **Follow-Through** is when you prospect indicates readiness to act (join, enroll, sign-up), then you follow-through by delivering all they need to get what they've stated they need, want or don't want.

## The 10 Communication Qualities

1. Be interested in the prospect.
2. Do not be distracted by anything.
3. Have a sincere, friendly facial expression.
4. Use the correct amount of assertiveness.
5. Communicate easily – no tension, strain, fakeness, sounding rehearsed, stuttering or hesitating.
6. Make sure your body doesn't distract the prospect.
7. Tell the truth.
8. Know what you're talking about.
9. Communicate at the prospect's level of understanding.
10. Have the intention to make the person's life better.