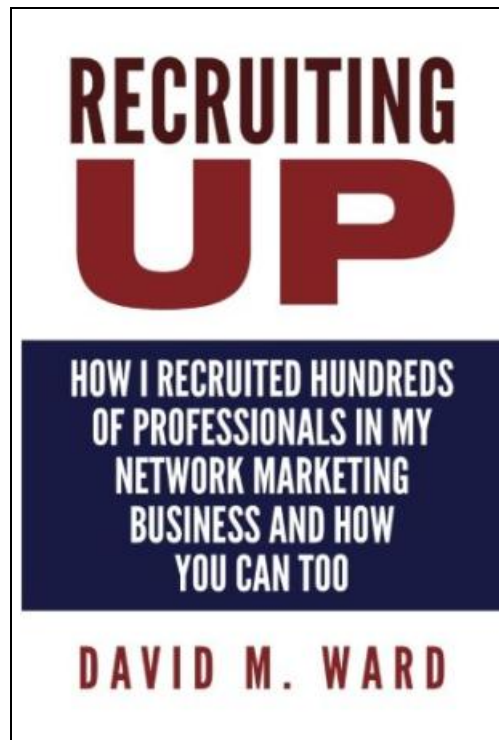


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RECRUITING UP: HOW I RECRUITED HUNDREDS OF PROFESSIONALS IN MY NETWORK MARKETING BUSINESS AND HOW YOU CAN, TOO (PAPERBACK)



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Createspace Independent Publishing Platform, 2016. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. HOW I RECRUITED HUNDREDS OF PROFESSIONALS IN MY NETWORK MARKETING BUSINESS AND HOW YOU CAN, TOO Recruiting up means recruiting professionals, business owners, sales people, real estate agents, insurance brokers, financial planners, and other people with the talent and resources to build a successful network marketing business. Author David M. Ward is an attorney who recruited hundreds of professionals in his network marketing business and built a six-figure passive income in just a few years. When you recruit a lot of people who can recruit a lot of people, he says, your business can grow very quickly. In Recruiting Up, you ll learn how he did it, and how you can, too. In Part One, you ll learn how to identify, approach, and recruit professional prospects. You ll learn what to say, what to do, and what to avoid. In Part Two, you ll learn the best ways to find all of the professional prospects you will ever need. You ll learn: ** Which professionals make the best prospects, and how to choose your specialty ** How to recruit doctors, lawyers, and other hard to reach professionals ** The psychology of recruiting professionals (what to say, what to show them, what to avoid) ** Why it s EASIER to recruit professionals than regular prospects ** The best way to answer the question, What do you do? ** The RIGHT (and wrong) way for network marketers to use social media for recruiting ** Why attraction marketing is a dangerous trap for many distributors ** The most common objection you ll hear from professionals, and how to overcome it ** Simple lead generation strategies that anyone can use, starting immediately ** Stealth recruiting...

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