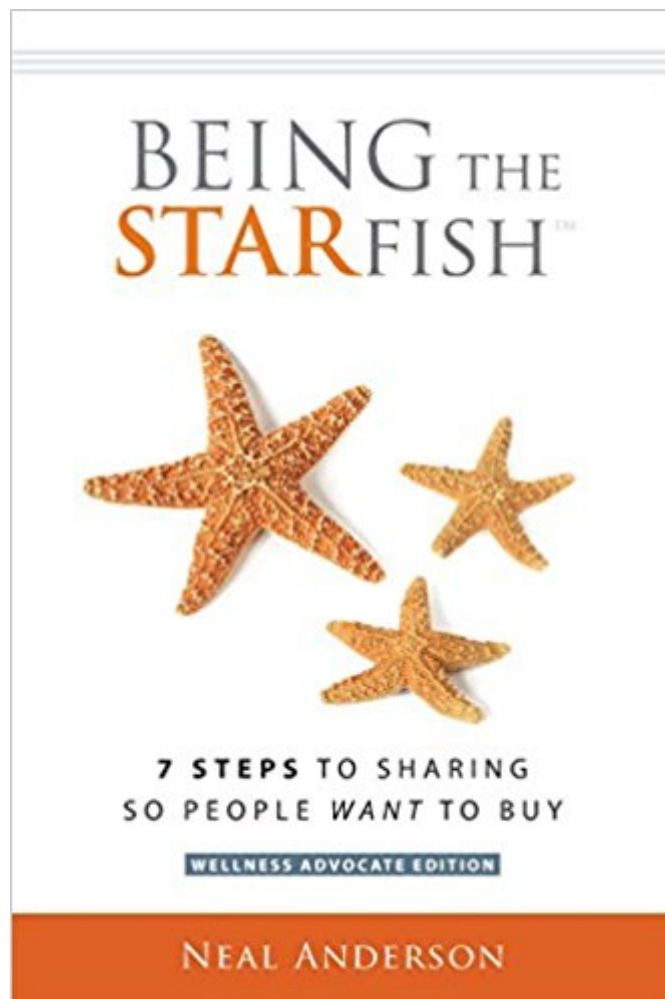




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Being The STARfish: 7 Steps To Sharing So People Want To Buy



Synopsis

If you put the insights in this book into motion, you will love what you do as a wellness advocate, and unquestionably you will become successful and significant. But the greatest payoff is this: You will be changed. You will discover that the path to financial freedom lies not in selling but in sharing, and that living your dream begins when you start helping other people live theirs. You will trade the mindset of a SELLfish for the lifestyle of a STARfish – and for you and many, many others, that transformation will have an impact beyond anything you can imagine. The road to success is mapped out for you clearly in these pages. It's no secret – not anymore. You're about to discover The vital link between action and purpose How to “control the controllables” How you can remove the pressure so that people love buying from you The all-important Share Cycle and how to master its 10 indispensable steps Proven, no-pressure ways to defuse customer challenges And much more

Book Information

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Customer Reviews

Excellent resource. Must have for sales teams. This is the culture and systems that I want to duplicate and create for my team. We'll be using this for all of our team training.

Great book for any Wellness Advocate to read! I love having a book specifically directed at doTERRA WA's, not just MLM's in general, since doTERRA is very different than the rest. READ

this if you're a builder, or thinking about it!

I love this book! It takes so much pressure off of me and let's me know there is such a better way to do things. I was all in in the first 4 pages!!! It is so detailed, positive and encouraging. Great read and a must to help grow yourself and your business.

This book is vital for anyone who wants to set up a successful dÃfÂ |Ã Â•TERRA business. It guides you through the network marketing strategies that create heart-felt connections with potential customers, reminding you that when your focus is on genuinely helping others everyone benefits.

A must have for anyone wanting to become a doTERRA wellness advocate and build a business the right way. Easy to read, practical, with great self development elements. Full of encouragement and know how. Ready to reread it again!

I know Neal personally - He's my sales coach - and he is fabulous at what he does. He is passionate about helping others build direct marketing businesses, and it shows in this book. Neal and his wife are at the top of sales within their own direct marketing business, so his advice comes from experience. Add on to that well over 50,000 phone calls and sales discussions door-to-door and through his sales career, and you have an author who knows and practices what he writes about.

If you are in any type of sales, this is a great resource for learning how to listen to others so you can provide the best customer experience.

Love this book! It make sharing with others simplified. It is a great tool to give to those who want to build a network marketing business. Neal does a great job of explaining the importance of listening and serving others.

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