

Venus One Minute Promo Hints and Tips

Educate the members

When it is your turn to introduce yourself it is important to understand that this is your opportunity to "TEACH" the other members how to sell you to their networks!!! Give them the words they can use to refer you! What you say at this time is the only information the other members will have to refer you on.

What makes you unique?

Include the details of your product and/or service that set you apart from your opposition. What is your unique selling proposition?

Rave about yourself

Do not be afraid to "blow your horn" a little. What may sound a little egotistical coming out of your mouth, will sound great coming out of someone else's!

Speak strongly and confidently

Somewhere deep down we are all a little nervous about speaking in front of others. If you feel nervous, take advantage of this opportunity to practice in front of a friendly and supportive group so you may be fluent when you need to "perform" in front of prospective clients. Trust that, if you do "stuff-up" no-one will be judging you in this group of your peers who, after all, are all in the same position as you.

Partners not prospects

Be mindful of the fact that the members of the group are NOT your prospects. If you have a network marketing business please be aware that the other members of the group are there to grow their own businesses and it is not acceptable to try to recruit them into yours.

I encourage you to keep your focus on the solutions you provide for people and what makes you unique. I have come up with a 5 point guide line to assist you, you can change it at each meeting.

1. Give your name and Company details and where you operate from:

2. Who is your target market, what clients do you work with?

3. List one or two top benefits you provide for your clients:

4. List a few solutions you provide for your clients or problems you solve:

5. Then finish off on a **call to action** or maybe a special offer or something that will encourage people to 'trial' your product or service.
