

Speaker Tips

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by Wes Melcher

Overall Speaker Tips

1. Greet everyone before the meeting starts.
2. Get names from new guests and use their names in the meeting.
3. Have team pride and show support network.
4. Don't seem so rehearsed, or robotic.
5. Don't oversell, you have to make it real.
6. Use testimonials!!
7. When talking wonder away from the slides a little to seem original.
8. If they think they can sign someone up they will do it!
9. Do not talk to fast.
10. Make everyone sit up close, even if you have to wait to start the meeting.
11. Do not laugh at your own jokes let them laugh if they get it!!

12. Don't ask questions during the presentation, unless they are rhetorical or you know for absolute certainty what the answer will be.

13. Try not to use crutch words, (um, uh, mm) silence is better than "œum".

Why do they Sign Up?

1. Products sell themselves.
2. Don't have to bring anything to the table.
3. Flexibility, can work the business part time or full time.
4. Mention benefits as extras, not focus.
5. They feel like they are part of the team and will get help.

What do you do after the meeting?

1. Build up their sponsor, and make them feel welcome.
2. Make sure they are not confused.
3. Make sure you answered all of their questions.
4. Make a connection.

5. Take your time.

6. If you are the same every time it is too robotic.

Why don't they sign up?

1. You were too cheesy or un-realistic.

2. Oversold the position.

3. Didn't feel like they could do it.

4. Made it too good to be true. (testimonials help with this)