

You've no doubt heard the cliché – we were given two ears and one mouth because we should listen twice as much as we talk...

Are you guilty of talking more than you listen? I sometimes am. I just spent 5 days with my brother who does a lot of public speaking and unabashedly admitted that he loves to get in front of the room and talk about his favorite topic: HIMSELF! Social scientists tell us that whether or not we want to admit it, that's true for most of us – we are our own favorite subject.

Do you know that the people most of us like best are the ones who ask us about ourselves? Who really listen to what we have to say? I find that in networking, especially when people get nervous or are a bit intimidated, they tend to talk more than they listen. If you can develop your ability to listen and ask questions, you'll increase your income.

That's actually true no matter what business you're in. However, in network marketing, people often have the goal of communicating their concept and they get so caught up in delivering the message that they can forget to spend time asking the qualifying questions, or spending the time to really warm up the prospect – getting to know them and what makes them tick, what they might be looking for, or might be interested in looking at.

Try a few of these questions, and see if you don't get further with your prospects:

If there was one thing you could change about your current financial situation, what would that be?

What would your ideal workplace be?

What would your ideal workday look like?

Could you see yourself working like that?

Do you keep your options open? If something came along that would allow you to achieve that ideal situation would you look at it?

What would you do differently if you had an extra \$1-2 thousand dollars every month?

How would that impact you (or your family?)

Listen to the answers and don't jump in right away with the solution. Try instead to respond with: That's interesting – tell me more about that. Or: Thanks for telling me that – I'm trying to learn more about what makes people tick so I can get better at what I do.

Then, let them ask you about what you do if they're curious. Don't jump all over the chance to download about what you do. Instead, stay a little removed, and let them ask you. They'll find what you've got more appealing, and they'll find your approach

refreshing. And, that will very likely draw them closer to REALLY wanting to learn about what you do, and how.

Remember too, whatever you do that moves your business forward when you're talking to a potential business partner trains that person. So, if they did join you at some point, you would have been setting an example. Taking the Low-Key Question Asking approach might just be something they feel comfortable with and that makes an easy transition for them to be able to see themselves doing what you do!