



The **Contact List Builder** is one of the **BEST online resources** available today. Not only does it provide you with the tools to create a never-ending stream of unique, responsive prospects, it also helps you to train your associates to do the same - **Effortlessly**.

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Special Report – The Complete Step By Step Guide To Creating An Income Online

Learn to build an income online from the ground up. You'll learn to build a list of prospects and in the process, build multiple streams of income.

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Hello and Welcome

My name is Janet Legere. I am the author of the highly acclaimed 'Contact List Builder' ebook. I like to refer of myself as a Business Coach and Mentor, it's what I do and who I am. My field of expertise is showing you how to use the Internet to connect with real people and create powerful business relations online.

I literally take you by the hand and show you simple steps to setup your very own prospecting system, designed to suit your skills, your time and your business.

You want to focus your time on your business. I will show you how to simplify the process so you have more time for you and your business.

It really is as simple as I say it is.

"If a person does nothing more than do what Janet shows them how to do ~ read, cut and paste and customize the letters provided in CLB ~ they will succeed using the internet to build their business." David Johnson

Fine tune your thinking and read on. You may be in for a few surprises.

Enjoy the journey.

Regards,



Janet Legere, Business and People Connector
[The Contact List Builder](#)
Connecting Leaders in Business Online Since 1999

Introduction

- Are you struggling?
- Do you find it most difficult to understand all these programs?
- Are you tearing your hair out trying to make ends meet?

Relax, we are about to change all that with the new 'Complete Step By Step Guide to Creating an Income Online'.

It is possible, even for the newest newbie and the oldest oldie, to make money online. I meet many people in my travels who have been struggling for months, some even years, and still, they receive no results.

They are confused and grossly overwhelmed with information overload.

It doesn't have to be that way, not any more.

The information I'm about to share with you can be adapted to any business. While my focus is certainly centered around Global Domains International, Inc. opportunity, you'll soon see how you can use the methods I'm about to share to build any business online.

The key, after all, truly is in your prospecting list and everything we do here online, is focused on building that most important list for you while building a strong downline in the programs we recommend!

With your commitment, you can expect to see results within 3 to 6 months if you follow the steps outlined below.

Let's get started ...

Things you need to know before you start

Using This Report

Throughout this report, you will see blue 'hyperlinks'. Whenever you see one of these links, it means you can click there to visit a website or send an email.

I recommend reading through the entire report once, then come back to the beginning and join and setup the programs offered in the order they are offered. It is VERY IMPORTANT that you take the time to login and setup each program as suggested. This is vital to making this all work once you are done.

You'll notice that I put most of the links you need to visit to join programs on the right. I've also listed the associated costs for each program – no surprises!

Spam

What is and isn't Spam? Simply put, you cannot send a commercial email (an email with a website link in it) to anyone unless they have personally requested to receive this email from you.

You cannot send your marketing email to:

- Purchased Leads
- FFA leads
- Junk mail you receive

These leads must first be "verified". You must verify that these leads want to receive information from you. I show you two methods of how to do this with FFA leads and this method works for any lead.

Basic rule, if you are unsure, don't send them an email. The steps I teach in this eCourse teach responsible spam-free email marketing.

All About Emails

Before we begin, there are a few things you must know and a few things you need to have to make this process a simple one.

Business Email Address

Whether this is a separate one with your ISP (The company you use to connect to the Internet) or an online email program (yahoo, etc) If you don't yet have a special email just for business, then I recommend you set one up before you do anything else.

[Signup for a Yahoo email account here](#)

I don't recommend using your ISP for your business email address. As this report focuses around Global Domains International Inc., I encourage you to setup a business email address with your new domain (yourname@yourdomain.ws).

NOTE: Even with GDI, you may still find the need for a .com domain and email address. Remember, GDI is more than just a domain and hosting company, it is an income opportunity and that is why you joined GDI, to earn an income.

Think about a domain name for yourself, I recommend registering your name, ie janetlegere.com or janesmith.com. My partners, Laura Miller and Alan Marcum offer special discounts for my CLB members and you can take advantage of these savings. Host your domain with full SMTP email capability for as little as \$6.70 a month. We'll get into what SMTP is and why you need it later in this report.

Create a business folder in your email program

If you aren't using folders in your email program, then it's time you started. With Outlook Express it's a very simple process.

Simply open Outlook Express, place your mouse cursor on the Inbox title, right click, select "New Folder" and enter the name of your new folder, ie 'Business Mail'.

Setup message rules for new programs you join

Using Message Rules can save you a ton of time and headaches. I'm including a simple video I put together on how to create a message rule with Outlook Express. If you use a program other than Outlook Express, I recommend you view the video then adapt it for your email program.

[How to setup a Message Rule in Outlook Express](#)

Payment Options

You will need a Credit Card and a [PayPal account](#). I also recommend a [StormPay account](#) as many of the programs listed below offer both PayPal and StormPay and you don't want to miss any commissions earned!

Domain registration and hosting

If you plan to follow the effective email marketing that we teach using Free For All leads, then you may need to acquire hosting your domain with a company that allows full SMTP email.

SMTP stands for Simple Mail Transfer Protocol and is the setting we need to do the email marketing that we discuss in this report. Most ISPs (Internet Service Providers) do not allow the full use of SMTP email and you may find that your hands are tied.

We can untie them.

We now offer an affordable solution for anyone wishing to follow our simple and effective email marketing techniques.

My partners, Laura Miller and Alan Marcum, have joined forces to offer you a VERY affordable solution. Not only do they offer a great solution, Laura and Alan are available to help you get everything setup and running – even your Group Mail program!

[Click here for Hosting solutions](#)

**Cost to register a domain is about \$10.00 per year
Cost to host with HostLikeAPro as little as \$6.70 per month**

Signup with Global Domains International, Inc.

Global Domains International, Inc. (GDI) is our primary program and you will soon see that most of our resources direct back to GDI.

Your \$10.00 per month membership includes:

- Your own .ws domain name (www.yourdomain.ws)
- 10 name@yourdomain.ws email addresses
- Unique website builder
- \$1 per month referral fees on all your personal referrals
- \$1 per month referral fees on all referrals down 5 levels

[Signup for the 7-day Trial here](#)

**\$10.00 per month payable with a credit card or PayPal
Free 7-day trial**

NOTE: Once you register, be certain to login and setup your new domain and then setup at least one email address. You will then use this address for your business contacts to reply to you.

You can use your GDI website as your personal introduction page. A place where you can send visitors so they can learn more about you, who you are, what your goals are and how you can help them in business.

Your visitor may be looking for an opportunity to join and they will certainly be more interested in joining you if they know you are going to assist them personally, in their own business growth.

With the help of our team here at CLB, you can rest assured that all your new business members will be well cared for.

For help setting up and using the GDI website builder, please visit the site that Laura setup to help you use the Website Builder.

[Click here for instructions on the GDI Website Builder](#)

Once you register, you will want to login and invite your current friends and business associates to view the GDI Global Opportunity. Please be careful to only send an invitation to those individuals who have agreed to receive email from you. GDI frowns on spam, just like

we do here at CLB. If you are unsure of how to create new contacts, continue reading and we'll show you a simple yet effective method.

If you do have friends and contacts currently on your mailing list, then you can now invite them to look at GDI.

Login to your GDI account and select 'Invite'. Here you will find an area to enter your contact's name and email address to send an invitation from the GDI system.

We will discuss other methods to build GDI, once you invite your current friends, you are done with this setup for now.

Register with the Contact List Builder™

There are several options to consider. I recommend you register as a basic affiliate for \$10.00 one time fee. Upgrade options are available.

Through the Contact List Builder™, you will learn responsible email marketing and begin to build your contact list by giving away my ever popular CLB™ ebook.

[Register for CLB here](#)

One time cost \$10.00 USD

The Contact List Builder™ is an integral part of all the programs listed below. The methods I teach through the Contact List Builder™ are the methods I use every day.

NOTE: Setup your email program to filter all email from admin@contactlistbuilder.com to your business folder.

You are done with The Contact List Builder™ for now. Make note of your new CLB ID that you created as you will need it for some of the programs below.

Signup with Commission Spyder™

Commission Spyder™ offers both free and pro memberships. I recommend that you register for free, login and read the setup directions (listed at the top left once you login). You will also want to review the recording and slides of our workshop on setting up your Commission Spyder™ system.

Once your system is setup, you will then want to upgrade to the pro membership which offers you many benefits, including the opportunity to earn \$5 upgrade referrals on anyone in your downline. (Free members do not earn this \$5 referral fee).

Commission Spyder™ is a downline builder and traffic generator along with a whole lot more.

[Signup with Commission Spyder here](#)

**Cost to upgrade is \$10.00 per month plus
\$19.95 per month for AutoFFA**

NOTE: Commission Spyder™ also promotes your GDI website! We'll talk more about this later in the report.

Once you are registered, be sure to login and read and follow the setup directions. This can take anywhere from an hour to a day, depending on your skills and abilities. Don't rush the process, simply do one step at a time until they are all complete.

You will want to join all the free affiliate programs and enter your CLB and GDI member ids.

While the Marlon Sanders Marketing Dashboard is a paid resource, if you check the page, you'll find an "affiliate" link at the bottom to join the affiliate program for free.

You will need to setup your Traffic Exchanges when you join them. I recommend using one of your Lead Capture pages from the Midas '05 System and be sure to use a Tracking Link to track your results. (more about Midas '05 and tracking later in the report).

Once this is done, you are done with CS for now.

Signup for Midas '05 Marketing TM

Midas '05 Marketing is a fantastic system created and designed by Bram Smith, the creator of Commission Spyder and now Marketing Director at Global Domains International, Inc.

Midas '05 is there to help create leads for GDI. As an upgraded member, you can also use the Midas '05 Marketing system to promote your main business.

You can register for free to look around and take advantage of the unique GDI lead capture pages.

[Signup for free at Midas '05 Marketing here](#)

Cost to upgrade to Plus \$9.95 per month \$10.00 Setup
Cost to upgrade to Pro \$19.95 per month \$10.00 Setup

NOTE: Once you register, be certain to login and edit your contact information as suggested.

You'll want to use your Midas lead capture page with your Traffic Exchange programs that you registered with Commission Spyder.

Your Basic Midas '05 lead capture page for GDI looks like this:
<http://www.gdiu.ws/jl1121/gdi.html>. You will **change my id of jl1121 for your Midas '05 ID.**

Be sure to signup and setup a tracking link at TrackThatAd below for your Midas lead capture page above.

Once you have this setup, you are done with Midas '05 for now.

Signup for TrackThatAd™

This is the all time one resource that you must have. While you can join for free, you will want to budget your marketing dollars to upgrade this program. The important thing is to signup and setup your tracking links for GDI. We'll cover this further in this report.

[Signup for TrackThatAd here](#)

Cost to upgrade \$47.00 per year

NOTE: Once you register, be certain to follow the directions to confirm your membership. Also, read the Tutorials that are so well written. They will help you immensely.

When your TrackThatAd account is setup and confirmed, you will want to setup your tracking links.

The tutorial on Creating and Understanding Campaigns is absolutely fantastic and needs no additional information. The instructions are clearly written and easy to follow. You'll find the tutorial at the Tutorials link in your TTA member's area.

You want to setup a tracking link for your Midas '05 Lead Capture page for GDI; <http://www.gdiu.ws/jl1121/gdi.html> (*make sure you change my id jl1121, for your own personal Midas '05 ID*).

Once you setup your tracking link for your Midas '05 lead capture page, you will use that tracking link in your advertising and promotions which we will cover shortly.

Craig offers a tutorial on using tracking in your marketing and I encourage you to read it.

You'll be using your TrackThatAd account quite a bit, so do add your login link to your Favourites in your web browser.

This is one program you will want to upgrade as soon as possible so do add it to your marketing budget.

Signup for Traffic Exchanges - Optional

While optional, traffic exchanges can be very effective in helping to drive traffic to your lead capture pages. You'll want to use your Commission Spyder, Midas '05 or TrackThatAd Lead Capture pages.

Start with one traffic exchange and get it all setup before registering for others. It's best to understand how they work before adding more.

NOTE: Once you signup for the individual Traffic exchange programs, you will need to login and setup your start page. This is the page that others will see when they are 'surfing'. Setup a TrackThatAd link just for your traffic exchanges so that you can monitor where the traffic is coming from and whether or not you are seeing results.

WebBizInsider™ - One of the fastest growing exchange programs online. Free to join. Premium members receive 5 downline members every month as well as other benefits. *(this program is included as part of the Commission Spyder Traffic program)*

Join WebBizInsider and setup your Commission Spyder, Midas '05 or TrackThatAd Lead Capture pages.

[Join WebBizInsider for free here](#)

NoMoreHits™ - One of the longest running Traffic Exchange programs with a highly active membership base. *(this program is included as part of the Commission Spyder Traffic program)* Join NoMoreHits and setup your Commission Spyder, Midas '05 or TrackThatAd Lead Capture pages.

[Join NoMoreHits for free here](#)

u4surf™ - This new traffic program is designed to help build your downline too! *(this program is included as part of the Commission Spyder Traffic program)* Join U4Surf and setup your Commission Spyder, Midas '05 or TrackThatAd Lead Capture pages.

[Join U4Surf for free here](#)

AutoSurfPro™ - This long standing, continually growing Auto Surf program has one of the largest and very active memberships in traffic programs. Join AutoSurfPro and setup your Commission Spyder, Midas '05 or TrackThatAd Lead Capture pages – you have the ability for multiple sites listed, so enter all your GDI lead capture pages.

[Join AutoSurfPro for free here](#)

Veretek™ – This Traffic Portal system will create a massive amount of traffic to your site and create leads for your business. Maximum benefit lies in the gold membership. (*this program is included as part of the Commission Spyder Traffic program*) Sign up as a free Silver affiliate to test it out!

[Join Veretek as a free Silver member here](#)

The secret to success with Traffic Exchanges is to build a downline in each program. The best way to do this is to recommend each one, periodically, to your list of contacts. Your new contacts will follow your lead, just as you are following mine.

As new members join Commission Spyder, they will also join the traffic programs associated with it. Thus building your downlines and earning you more traffic to your lead capture pages for GDI.

All roads lead home.

eMail Marketing the CLB™ Way – Optional

This is a simple process that requires the use of a List Mailer and InstantBuzz. For instructions on how to use our basic invitation, please read Chapter 5 of my [Contact List Builder ebook](#). I recommend that you use **Group Mailer by Infacta™** as this is what we use and we'll cover this program below.

Here are the basic steps involved to build a contact list with Free For Alls (FFAs):

1. Register for FreeFFAS (*this is a free ffa system that allows you to collect the email addresses of everyone who posts to the system*) and AutoFFA (*this program is included with your Commission Spyder membership, you should already be a member and collecting leads*) – Download your leads on a daily basis (FreeFFAS you login daily to collect your lead, AutoFFA leads are sent to your email).
2. Import your leads to Group Mailer
3. Send your Instant Buzz Invitation
4. Personally reply to all requests
 - a. Manually invite your new prospect through the IB system
 - b. Send a personal reply stating that you sent the invitation
 - c. Add your new contact to your mailing list (in Group Mail)

Download and Setup Group Mail

One of my favourite list managers is Group Mail by Infacta. I recommend you download and setup the free version to ensure that you can use Group Mail with your current settings.

[Download Group Mailer by Infacta for free here](#)

NOTE: If you need help with Group Mailer or need to register a domain to access full SMTP capability, I've made arrangements with Laura Miller and Alan Marcum of [HostLikeAPro](#) to offer discount domain hosting with full SMTP that works well with Group Mail. Laura and Alan will help ease the confusion normally associated with hosting your own domain and Laura is happy to help you setup your Group Mail program. Contact Laura for help with Group Mail [here](#).

Marketing with InstantBuzz™ - Optional

InstantBuzz™ is one of those gems many of us ignore or don't use to its fullest capability.

InstantBuzz™ is a unique traffic program that sits on your browser (**currently only works with Internet Explorer**) and creates a true buzz visitors to your website.

Visit the [InstantBuzz™ training site](#) where we offer live training, reports and articles to help you use InstantBuzz™.

If you are unable to take advantage of InstantBuzz, or choose not to, there is an alternative invitation that works just as well. You can read about it in Chapter 5 of my [Contact List Builder ebook](#) where I discuss the use of the AutoFFA list.

The first step to using InstantBuzz is to download and install the InstantBuzz plug-in.

[Request An Invitation Here](#)

You will be offered the opportunity to upgrade to Elite when you register. **The cost to upgrade to Elite is \$197.00 one time fee.**

A few tips to help you make the most of InstantBuzz™

1. When setting up your InstantBuzz™ advertising, it's best to use your GDI Lead Capture pages as your ad in the system. Your title should be compelling and encourage your reader to click your link.
2. Invite all your friends and associates to join InstantBuzz™ (invitation only system) and build your downline creating more views to your website (this is the key to success with IB).
3. Use the simple process outlined below to add new members to InstantBuzz™ as well as build a very responsive contact list!

A note about InstantBuzz™ and My success

I began having success with InstantBuzz when I started using the email invitation I have listed below here. As my downline in InstantBuzz grew, I noticed the traffic to my bar ads grew as did the hits to my site.

As I achieved new levels the hits grew. I reached Leviathan Status in about 5 months using only the invitation below. This means I sponsored 250 referrals to InstantBuzz. What's even better though and more powerful is that those 250 referrals actually created over 2000 new contacts on my personal contact list.

Register with FFA programs - Optional

FFA lists or **Free For All** lists have been my main resource for attracting contacts and prospects for my business for over 5 years. The key to using FFA lists is owning the list and not marketing your business to them, but rather using them to build your list. I show you the exact steps I still use.

[Signup for the FreeFFA system](#)

NOTE: Once you confirm your email address, it can take up to 48 hours for your first set of leads to arrive with the FreeFFAs.

[Signup for the AutoFFA system](#)

NOTE: AutoFFA is part of your Commission Spyder system. While you can import your personal leads to the Mass Import feature of Commission Spyder or directly to your Pro Spyder Responder, these leads respond well to this method.

Once your Group Mail is setup and you are registered with the FFA programs and receiving your leads, you are now ready to begin building your contact list with these leads.

In this report, we are offering the InstantBuzz Invitation. For directions on how to use the "list invitation" method, please read chapter 5 of my [Contact List Builder](#) ebook.

The InstantBuzz™ Invitation – Optional

The following email invitation is coded and ready for **Group Mail Version 5.0**. You need only edit your personal information (shown in red). This invitation will bring you visitors interested in an InstantBuzz™ invitation. You'll build your contact list and your InstantBuzz™ downline at the same time. This really works!

You may opt to follow the traditional invitation method that I discuss in my [Contact List Builder ebook](#).

A very special thank you to Bram Smith for writing the original copy of this email as well as the Brilliant headline that continues to work exceptionally well. With Bram's permission, I 'janetized' the email and share it with you below.

Feel welcome to change it to fit your own style and personality, however, I recommend you leave the subject in tact.

SUBJECT: *!*FIRSTNAME*!, You need to install this ASAP, it's effortless and it works well*

Hint: It's a great idea to put a space or two at the front of your subject to indent the first word. This makes your subject stand out beside the other sales letters. It works really well.

BEGIN COPY OF EMAIL BODY:

Disclaimer and Removal instructions at the end of this short email.

TO: *!*FIRSTNAME*!*

FROM: **YOUR FIRSTNAME AND LASTNAME**

IMPORTANT NEW RESOURCE!

*!*FIRSTNAME*!* ... I have available, a limited number of "invites" to a new advertising resource that has earned me tons of effortless signups in my main company over the last two weeks.

You can use this too, for free, but it's by invite only.

Installing a plugin to your Internet Explorer browser is all there is to it. This will work if you want to promote anything. It takes two clicks of your mouse.

If you want one of my invitations, email me at **YOUR EMAIL ADDRESS** and let me know ASAP.

I only have a limited number.

You can be earning simple traffic 5 minutes from now.

If you ask me for an invitation, make sure you'll use it. I don't have enough to waste ANY.

You'll love this.

Email me back ASAP.

Happy Marketing!

YOUR FULL NAME

P.S. **!*FIRSTNAME*!**, this plug does not work on a mac. If you have a PC and use Internet Explorer, request your invitation right away by replying to this email!

YOUR CONTACT INFORMATION:

PHYSICAL ADDRESS

EMAIL ADDRESS

PHONE NUMBER

MESSENGER IDS

=====

You or someone using your computer completed a form to request business information. If you no longer wish to receive this information and followup from me, please reply with NoThankYou in the subject or click this self-removal link:
mailto:**youemail@youraddress.com**?subject=NoThankYou_!***EMAIL*!**

Please be patient, it may take up to 24 hours for me to receive your request. Thank you.

Have a GREAT day!

Your details on file:

Name: !*FIRSTNAME*!

email: !*EMAIL*!

Date of request: !*FIELD1*!

=====

END COPY EMAIL

Following Up With Your Invitees

When someone responds to your invitation, you will login to your InstantBuzz™ members area, and click on Grow and Build, then click on Invite. You will enter their name and email address and invite them to InstantBuzz. You will then reply with a simple follow-up that tells them that their invitation is on its way. You will encourage them to contact you and include all your contact information.

Do not include your business url at this time. Rather, let them know you have added them to your contact list and then do just that. Add their name and email address to a list you will create in Group Mail. This will become your optin contact list of prospects that you will market your business to.

Signup for iPostAd and Safelist Email – Optional Advanced

This section is for the advanced user. If you are a beginner, by all means, read through this section, however, I recommend you leave this until you have the rest of your system setup and running smoothly and you are seeing positive results.

When you are ready, continue reading.

I've never been one for Safelist submitters, in fact, anyone who's known me for a long time will be surprised I'm discussing one here.

However, this Safelist submitter truly is different. If you follow their directions, your setup takes no time at all and their system validates all your Safelist emails for you.

Now, it only works if you set it up properly. I recommend using **Safelist Mail** for your subscription email address and I recommend you setup a separate business email for your list address (where you will receive admin messages). You will also need a main contact email address and this can be your main business email.

[Join Safelist-mail.com](http://JoinSafelist-mail.com)

Cost to join Safelist-mail from \$4.99 per month

[Join iPostAd Safelist Submitter](http://JoiniPostAdSafelistSubmitter)

Cost to join iPostAd is \$24.95 per month

NOTE: Be sure to join Safelist-mail first so you have your subscribe email to use with iPostAd. This is a great system, but only if you set it up right from the get go. So if you decide to try this route, be sure to take your time and read the information available on both sites. The owners are GREAT to work with.

When marketing to with the Safelist submitter, you want to make sure you use a tracking link in all your ads so that you can test their effectiveness. Midas '05 Marketing, GDI, Commission Spyder, Contact List Builder and TrackThatAd all offer ads you can use with Safelists.

Periodic Tasks to Make All This Work

Steps to use if you are using the CLB email Marketing Techniques

1. Open your email and respond to any requests from new contacts (a response is someone who has replied to your invitation and included their contact information or clicked your email link with your specific subject attached)
2. Add any new contacts to your Contact List in Group Mail
3. If it's time to send an email to your list, prepare your email and send it
4. Import the FFA lists to Group Mail (if you have collected leads, import them to one list in Group Mail so that Group Mail will remove the duplicates and you will be left with a nice clean list to send your invitation to)
5. Send the InstantBuzz or Personal Invitation to your FFA list
6. Respond to any requests that come in by logging in to your InstantBuzz members area and sending your personal invitation
7. Invite the contacts who responded to your InstantBuzz invitation or your personal contact list invitation to GDI by logging in to GDI and entering their name and email information
8. Follow-up with all GDI leads that come in; invite them to connect with you and offer your assistance to answer any questions they might have. If you are comfortable on the telephone, pick up the phone and call them. Encourage them to look at the system at Midas '05 and show them how they can use this to build their business too.
9. Run the Spyder Hits program for 30 minutes to earn traffic to your lead capture pages
10. Run the AutoSurf program for at least 30 minutes
11. Send ads to your safelists using your lead capture pages and TrackThatAd links (if you are marketing to Safelists)

Focus all your attention on building your list and then marketing to your list. For more in-depth training on follow-up and email marketing, consider a [subscription membership](#) to the Contact List Builder.

Your Investment Costs

I thought it important to talk about the cost of doing business. It's time to face the cold hard facts. You must invest in your business, in order for your business to offer a return.

Costs to join recommended programs:

Global Domains International, Inc.	\$ 10.00
Commission Spyder	\$ 10.00
AutoFFA	\$ 19.95
Contact List Builder	\$ 10.00
TrackThatAd	\$ 47.00
Domain Registration	\$ 10.00
Domain Hosting	\$ 6.70
<hr/>	
Total Initial Investment	\$113.65
Monthly Commitment	\$ 46.65

Additional Resources

Below, you will find additional resources and tools that I personally use in my marketing. I discuss, briefly, how I use each resource.

Oppseeker Leads – I use these leads as an incentive for my new GDI members. When someone visits my site and watches the movie, I receive a notification of a new lead. I then follow-up and suggest that when they join, I'll send them 1000 leads to get them started.

As a pro member of Commission Spyder, you have the ability to upload 1000 leads a day and I have great results uploading the Oppseeker leads to both the Mass Import which promotes Commission Spyder and the Pro Spyder Responder which promotes my own business.

I purchase all my leads through the Oppseeker leads program. You can join their free affiliate program and encourage your new downline in GDI to do the same. You'll earn commissions that you can use to purchase leads or receive in cash through PayPal.

[Click here to join the Oppseekers Affiliate Program](#)

Cost to purchase 15,000 Auto-Responder leads is \$25.00

iMediaTools – I use this system to build a double optin contact list. As well, there is a very effective lead capture system that is attached to a full pro auto-responder. In essence, you have the ability to build two separate lists. You can email daily to a list of up to 20,000 subscribers.

This is a very robust list building and contact management program, perfect for the active business owner.

iMediaTools also offers co-registration leads that are very responsive along with an attractive affiliate program. It's a quick and effective way to build a list of active prospects.

[Click here to join iMediaTools – 15 day free trial](#)

Cost for monthly membership is \$24.95

GetResponse – I enjoy the stability of GetResponse as an auto-responder. You have a great deal of flexibility as a pro member with unlimited auto-responder 'lists' and unlimited auto-response messages.

If you need a separate auto-responder that is reliable, try GetResponse. The free version of GetResponse has ads in the emails sent out whereas, the Pro version is ad free.

[Click here to join GetResponse](#)

Cost to upgrade to Pro is \$17.95 per Month

Hot Conference – Consider adding web conferencing to your communication resources. You'll be amazed at how much business you can do online! Meet with prospects, meet with your downline, all at no cost to your visitors. I've used Conferencing solutions for 6 years and Hot Conference gets my vote for #1.

I encourage you to request and read my report on Conferencing. It discusses how to use Web Conferencing to build your business and is a free download [you can request here](#).

[Get Your Own Hot Conference Room Here](#)

Cost of one room is \$29.95 per Month

Empowerism – Basic training on everything you need from web pages to writing effective emails. A great compliment to CLB!

Join our \$4,000 a month club and watch your income soar! Once you join Empowerism, I'll send you information on our \$4,000 a month club – it's a serious group of builders lead by Craig Haywood of TrackThatAd fame!

[Get started here for \\$19.95 a month](#)

A \$10 setup fee is charged at signup

Build Referrals, The Next Generation-Synergy Advertising - I have introduced you to Instant Buzz, TrackThatAd and GDI and have recommended that you get involved in those programs. There is another program on the net called Build Referrals, The Next Generation (BRNG) that closes the circle on all of the above. The owners of this program call it Synergy Advertising which simply means reciprocal advertising or piggy back advertising. For a very low monthly fee, you can put the three programs listed above in your members area of BRNG.

JPE Advertising and Mike Glaspie advertise for all BRNG affiliates so your affiliate link is in the public eye all the time. What this means is that you can get sign ups in BRNG, TTA, Instant Buzz and GDI without doing a thing. This is like being part of a giant rotator and I recommend you get involved and start building your downlines in all programs at once.

[Get started with Build Referrals, The Next Generation](#)

Cost to join is 9.95/month or 19.95/month

Direct Matches – This new Networking group is one that everyone who is serious about building a business needs to belong to. I upgraded to Managing Representative and have noticed an immediate increase in the contacts coming to me. This one is HIGHLY recommended by CLB.

[Join Direct Matches here](#)

Cost to join is free, upgrades are \$19.95 or \$29.95/month

Final Thoughts

Congratulations, you now have a nice system in place to drive a great deal of traffic to your lead pages, build your downlines and earn an income – and your contact list will soon take on a life of its own.

One final note ... I encourage you to build relationships with your new prospects to connect and communicate with you. As you learn who they are, what they are looking for, you will be better equipped to share those parts of your business that will satisfy their needs and goals.

Invest the time, you will find the rewards are many!

Happy Prospecting!

Janet Legere, The Contact List Builder
Coaching Leaders in Business Online Since 1999
<http://www.contactlistbuilder.com/>

If you believe you can achieve success, I believe I can help you do it!

Bonus – Interviewing, The Art of Sorting

The Three Part Series by Morgana BraveRaven. Visit SykaroInsights™ for more articles by this brilliant author!

Part I Interviewing / The Art of Sorting **The Art of Sorting**

I was discussing the advantage of sorting through the merely curious in search of the truly committed, and now I'll talk about how you might do just that.

Now, when you are sorting through prospects there is no reason to be shy or feel self-conscious about the questions that you are asking. This is business. Period!

You are looking for a particular kind of person, and many will appear to fit the bill. You are going to have to ask questions to find out. Some may appear to be the kind of person you are looking for, however, they may, in fact, not be. When sorting, we need to be careful and not get caught up in the way things appear to us, and be especially careful not to get caught up in wishful thinking.

When you are going through the interview process, and it needn't be a formal process, you are doing so to flesh out key factors about a prospect. At the same time, you also want to stir up some interest in your opportunity.

The interview serves as a two-fold tool that will help you to: discover vital information about the prospect and spark a little interest.

During the interview process you want to find out if a person has a need for change, and next you would probably want to know if they desire a change. Need and desire are going to be pretty close to the top of the wish list for your new recruits. If prospects lack need or desire then they will not have the necessary fuel for the fire that is required in this industry.

When I am looking for recruits, I am looking for people who are hungry. People who are hungry rarely lack need or desire, and by hungry I am not necessarily talking about a rumbly tummy. When I say I want hungry recruits, I mean they really, really want, and need to make a change in their lives or situation. They are hungry!

So, how do I find out if they are hungry? A most excellent question!

Part one of this article will discuss the ways that you can work through a rather informal interview. This wee bit of wisdom works well for chance meetings say at a bus stop or in a store, perhaps with a co-worker that you don't know well. This process is used to work a cold market (people that you don't know).

As I mentioned above, the first thing you want to discover about a prospect is whether or not they have a need. Finding out if a person has a need is very easy. Say you meet someone in a café as you are paying your check. A simple "Hi" and a smile are enough to get things going. Follow this up with a wee bit of small talk about the weather, or the food in the café, or the service – something that you are both experiencing. And, be very, very genuine about your questions and statements ... nothing will turn a person off faster than insincerity. It has a certain inescapable odour. People will engage in polite conversation, but if you want something from them – they'll smell it. They'll become suspicious and defensive, and you will not be successful in engaging them in conversation. In effect, you will put yourself 500 miles from any kind of interview. So be sincere and genuine.

After you have gained the persons confidence, and you will see it in their face if you have, you can then start asking generalized question of a more personal nature, like, "How is everything going?" or "How's things?" or "How's the boss treating you?" One of my favourite former sponsors had great success with "Hey y'all do'in?" Use something that you are comfortable with and that fits the situation.

If you have succeeded in gaining the persons trust you will be surprised at just how much a person will tell you, so when you ask, "Hey y'all do'in?"... Listen Up! You might just get an ear full.

Remember (and yes, I know I am nailing you to the wall with this one...) network marketing is relationship building. When you start talking to a total stranger you are developing a wee relationship with them. When they respond by talking to you ... LISTEN TO THEM. And listen very carefully. They're going to tell you everything that you need to know before you even ask.

Most people love to talk about themselves, but often have a tough time finding an audience. Be a good audience when they start talking. Listen for clues to what they need, or what is missing in their lives. If you ask "How's it going?" and they reply with, "Well, not bad" find out what's good, find out what is not so good, find out what is bad. Ask the questions that will get them going."

If someone says to me "Not too bad." I immediately repeat "Not too bad...? Could be better?" They will usually say, "Yup, could be better." I immediately agree with them: "Ain't it the truth!" Then I will start to get a little more focused: "Things are good at work though? Always good at work!"

Sounds like a kookie question, but more often than not, if you ask how things are at work people will say that things are going fairly well. However, if you imply that things at work are going really well, more often than not you will get the real goods on how things are going at work. I usually get: "Good at work? No, not really."

That's exactly what I am looking for. Some kind of statement that tells me that things could stand improving with the work situation. I then go on to ask a few more questions in an attempt to glean a little about finances, lack of freedom, excess of bills, or job satisfaction because I find that lack of money, lack of freedom, and sheer boredom, are the three most likely reasons a person will consider network marketing.

You are going to have to dig around in your head to find small talk questions that feel comfortable for you, and if you are the kind of person who doesn't feel comfy making small talk with strangers – don't worry, it'll come. Eventually you won't have a problem with it, but it will take some trial and error (don't worry about the error part – give yourself permission to fail. Everyone had to start somewhere, and every flop is an opportunity for learning J ... Now, you may not believe this, but I am actually quite shy. It took me a long time to feel comfortable striking up conversations with complete strangers... but look at me now! How many of you are there out there? I don't know most of you, yet I yak on and on to you every week. Trust me, talking to strangers does get easier, even enjoyable. I have fun with it now!).

Back on track here... Now, while you are listening to your prospect answer your questions, you will want to interject with little statements like, "I hear you" and "Yes, I know exactly what you mean." For

example when someone says to me “Man, do I ever hate my job!” I say, “I hear ya. I know exactly what you mean. Been there myself.”

With these statements I am putting myself on level ground with my prospect. And I am not just paying lip service to them: I am sincere and they know it. The statements that I make in response to my prospects help to develop a sense of camaraderie between my prospect and me. I develop a sense of trust with them. They view me as being similar to them, someone who knows and understands because they have had the same experience.

At this point they will usually ask me what I do, and I tell them that I help people start their own businesses, or I help people start working from home, or I help people straighten out their finances. Sometimes I just say that I help people change their lives. I don't give out any details here, as I am trying to create a bit of suspense...trying to spark their interest.

Usually people will respond with “Wow, really, you help people straighten out their finances?” or “You help people change their lives. That sounds interesting. I'd like to hear about that “.

Now, if I have done my job right here, I have peaked their interest to the point that they ask me for more information, but some times they don't. If they don't, I rattle on telling them that I love what I do, and then I will ask them if they would like to hear more about it, or I say that I would be happy to tell them about it.

Back tracking a bit here. If the prospect doesn't ask me what I do for a living during our chitchat I try to turn the conversation in my favour. When I discover that things are not going well at work and that a change would be welcome, I tell the prospect that I am currently looking for a few good people.

So throughout the initial chitchat with my prospect I work at gaining their trust and confidence, and sparking their interest. I never tell them in so many words exactly what I do, but I do make them very curious. That's exactly what I want to do when I am working a cold market – gain trust and awaken curiosity.

If during this process my prospect presses me to explain what I do in detail on the spot, I immediately check my watch and tell them I would love to, but I have to dash to an appointment.

Once I have accomplished my goal of gaining confidence and stirring up interest, I ask my prospect to have a cup'a with me. I pull out my daytimer and find a free hour the next day. I get a commitment from them – and a phone number if the prospect feels comfortable with that.

This is the first part of the initial interview process. It only takes up five to ten minutes, then, it's done.

Your goal here is to get an appointment for a more in-depth conversation, nothing more. You do not want to introduce them to the opportunity, or tell them exactly what you do at this time. You have the appointment. You have them cook'in on the curiosity burner. You are done.

Now, as this is a rather important topic, and as I am getting a bit wordy already, I will have to break this article into a few parts. Next week I will address the actual interview, and the psychological impact you will want to have on your prospect.

Until then, practice a little cold call dialogue. Explore! Invent! Take some risks and get sorting!

Part II Interviewing / The Art of Sorting

The Answer is Neither Right nor Wrong – it is Only True

In Interviewing: The Art of Sorting, Part I, I talked about an informal mini interview that you can use during chance meetings. In this chapter, I will discuss the more formal, or traditional interview.

Again, I want to stress to you that the interview is a tool that will help you to discover information about a prospect while sparking interest in your opportunity.

The interview is nothing more than a series of questions that you will ask a prospect in order to find out what kind of headspace they are in.

The traditional, more extensive, interview is used during your second meeting with a prospect. As well, I often use it as a follow-up email, or post a form on my website, as a means of collecting data on prospects that I have never personally met. I use the data to determine whether or not it is worth my effort to train and support prospects. I use the data to sort through the merely curious to find the truly committed.

Now you may think it a bit cold of me to admit that I sort through prospects to find out if they are worth my effort – I don't mean to be cold. I have simply found that in my effort to work smarter not harder, it does boil down to basics, ie: is a person worth my time and effort – if I put in the time and effort to train and support them, will they run with the baton, or will they trip me and slow me down as I try to drag them through the process? Sheer experience has brought me to this point. It's not cold, it's just a fact, and one you will probably want to consider: Is a prospect worth your time and effort? If you feel that they are – train them. If you can see that they are not – don't.

The interview is one way to find out if a prospect is worthy of a time investment.

Through your initial contact with the prospect you will have discovered whether the person has a need and desire for change, and the interview will pickup right where you left off.

Before I get into the interview itself though, a few words on you, the interviewer, during the interview process.

You will want to be fairly casual and relaxed while you conduct the interview. The interview is very different than what you go through for

a job. During an interview for a job, the interviewer wants to find out if the person has the skills and personality to perform the job being offered – with a network marketing interview, skill is more or less irrelevant. You can teach a person to do anything (we're kind of like monkeys) – if they want to learn, but what you will be looking for is personality and drive as opposed to skill. You're not looking for an employee. You're looking for a team member and a business associate. So, be casual. Relax. This will help your prospect feel relaxed also.

During the interview you will want to find out if you think you will work well with the prospect, whether they are trainable, and whether they truly have the desire to succeed.

That in mind, you will want to ask questions to find out where they have been, where they are, and where they want to go. What you really want to know is if they have what it takes to get the job done.

All of us who are successful networkers know the amount work and commitment required to reach success. I think it is the greatest disservice to your prospects, and the industry itself, to lead a prospect to believe that network marketing is a quick and easy buck. Don't go there, or anywhere near there. In fact, make it very, very clear to your prospects that network marketing can be extremely rewarding – but it's going to be a tough row to hoe from time to time.

If the idea of hard work scares a prospect off then you have just done yourself a huge favour. Personally, if it looks like someone would ditch their business when the road gets a little muddy, I'd rather know before I sink months of training into them. I take my business very seriously, and I want to work with people who will do the same.

So, I ask questions; lots of them.

I always start the interview by asking my prospect to tell me a little bit about them self. I want to know what kind of work they have done in the past, what skills they have. What their financial situation is at the moment. How much more money they require. I pay very close attention to what they tell me, and I take notes.

After they have told me a little about themselves, I dig in with my questions:

Do you like the work you are presently doing?

- I ask this to find out if a career change is really what they are looking for.

Approximately how much are you making now and how much more money do you require than what you are making presently?

- I ask this to find out if they are looking for a new career path or if they are merely looking for something part time. It doesn't matter either way, but I want to know what they want and need in so far as their commitment to working the business goes.

Do you see yourself as a real people person, or a bit of a loner?

- I ask this because shy, quiet types are going to have a bit of a bumpy ride in network marketing. They need plenty of drive and positive mental attitude to break through their shyness. This is a real people person kind of business. I have found that the extroverted personality has a much easier time of it than the introvert.

Would you enjoy working in a mailroom sorting and delivering mail, or would you prefer to be the head of a department? (Or any variation on this theme.)

- I ask this to find out if my prospect is a follower or a leader. Most successful networkers are true leaders.

Do you believe that it is possible for you to make \$250,000 or more per year?

- With this I am trying to find out if the prospect believes he or she is actually worthy of an extraordinary income. If they believe that they are worth it, they will work hard to achieve their goals. If they don't think they are worth it, they will work hard to make sure they don't reach their goals... Kooky concept, but true.

What do you perceive as being the best thing about having your own business? And what is the worst thing about it?

- Here I am digging for goals and looking for fears that may hold them back.

What would you do with an extra \$500 (or \$5000, or \$15,000) per month?

- Again, I am looking for goals and solidifying whether my prospect is looking for a full time or part time business.

What will you bring to the team, and why do you think something like this will work for you, and why are you right for this?

- Here I am looking to see if they see themselves in this kind of business, as well, getting them to start seeing themselves in this business... getting the wheels turning. Also, looking for motivational qualities: I am a go getter, a self-starter, have a positive attitude... etc. Digging for their beliefs about themselves.

Do you think working from home would fit well into your lifestyle?

- This will either wet their appetite, or turn them right off.

Do you have any experience or understanding of network marketing?

- With this, I just want to see what I am working with, how extensive the training will need to be. The less they know about the industry itself, the more training that is ahead for me. A lack of understanding about the industry is not a problem – I just want to know where we will begin.

Now, this next question is not my own, but it works very well and it goes like this:

If this looked like it would be the perfect business for you, would there be anything that would stop you from getting involved right away?

- I ask this last, and I ask it to see if we are facing any barriers (particularly financial) to getting started. Do they lack initial start-up? Is their daughter getting married in a month? Are they care-taking an ill parent? What is going on in their lives, and how will it affect their attempt to start a business? I want to confront any barriers immediately – not two weeks after they have joined my team... Now you don't have to ask these exact questions. You can ask any questions you wish, but I suggest variations on the theme. You are digging for insight into the prospect: vital information that will suggest to you whether they are likely to make it in this industry.

As well, you want to stimulate more interest in your opportunity. But remember, by this point you have not actually told your prospect what exactly it is that you are involved with – and you won't yet either!

The questions that you ask will work two fold: first they will help you learn who exactly you will be working with, and second, they will wet the appetite of the prospect.

How's that, you say? Well, first of all, you have not yet made a formal invitation to join you in the business; in fact, you've been a bit of a tease. Through your questioning you will be subtly suggesting that this business is not for everyone – if you are talking with a motivated person, the wheels will be turning and their inner dialogue will go something like this: I've got what it takes for this business, I'm perfect for this business!!! Etc.

People generally want what they can't have. It's a venture into the forbidden, if you will, and makes us want it all the more. What silly creatures we are.

By the end of the interview, you should have a pretty good idea of the kind of person that is sitting in front of you. You will know if they are motivated, if they are a self-starter, if they are a trainable team player, or to what degree they possess any of these qualities.

Remember, there are no right or wrong answers to the interview questions. There are only facts and truths. Does this person have what it takes? The answers they provide will shine a good deal of light on the topic. Could they be developed into the right kind of person? Or, are they absolutely and completely unsuited to this business.

Take your interview notes home and read between the lines. What did the prospect tell you? Are they ready to succeed, or not?

You be the judge. You are the person making the time commitment to training and supporting this prospect. Will it be worth your while?

Ultimately, you will have to decide, but the interview will give you plenty of ammo to make the decision.

When the interview is over, make a little small talk, then, send your prospect home to do some more thinking. Let them know how the business has influenced you and changed your life and the lives of others. But again, be vague, you'll get to the specifics on your next meeting. Let the prospect know that you will be following up the interview in a day or two.

Send your prospect home filled with hope for the future. Hope for change, hope for growth, a way out of the muck.

Do not ask for a commitment at this time – if the process is working (and with the truly motivated and committed, it will), they will approach you in short order, and bring a commitment with them. You won't need to ask.

Part III Interviewing / The Art of Sorting

You Can't Want Success for Others. Desire does not Always Reside in the House of Need

Ok, now let's jump right back in...

Working a warm market is great. You know your prospect and they know you. You don't need to work at developing a relationship or trust – it's pre-existing. Half the work is done before you get started.

Or is it...?

Well, yes, the relationship is there, the trust is there, and from what you can see the need and desire are there. At least that is your perception.

But perception can be a little misleading, especially when it is led down the yellow brick road by a thimble full of wishful thinking.

An example: Uncle Bob and Auntie Neena.

Uncle Bob has worked for forty-five years as a labourer. Auntie Neena has never worked outside the home. Uncle Bob and Auntie Neena are the happiest couple that I have ever known. They are both in their early sixties and they relate to each other, as they always have, like a couple of love smitten teenagers. Together they've raised five kids, and they've never had two dimes in savings their whole lives.

They are approaching retirement, and they have nothing. No savings, no RRSP's – squat.

As I see it, they have a need, and of course, they were close to the top of my list as hot prospects.

Uncle Bob and Auntie Neena taught me a very valuable lesson:

You can't want change and success for other people. They have to want these things for themselves.

It pains me immeasurably to think of Bob and Neena in retirement. They are not prepared. They are going to struggle incredibly at a time when they should be relaxing and enjoying. Oddly though, it does not bother them.

It took me a while to accept that.

Early in my networking career I recruited Uncle Bob into my business. Oh, that I could turn back time to change that day.

Uncle Bob was keen on the idea of running his own business, and seemed pretty excited about making an extraordinary income. He followed me to meetings for two months. He suffered through my endless follow-up phone calls (and so did I for that matter), hours spent sitting around his kitchen table during training and my fruitless attempts to motivate him into action.

After four exhausting months of trying to train Uncle Bob I came to the inevitable conclusion: Uncle Bob was happy living as he did. He didn't have much and wasn't concerned about it. He and Neena were comfortable with their situation. It didn't matter that I could see a need for Bob and Neena. It didn't matter that I would have liked to see them better off than they were. Bob was happy enough to kick back and catch a game on the tube. He would have liked to have a little extra cash – but he was in no way willing to compromise his leisure time to go after it. Despite the fact that he had a need – he didn't have the drive or the desire.

Gee, I wonder how I might have avoided wasting four months of my time trying to train someone who really had no intention of working his business... hmhhh.

Ever considered putting your warm market prospects through the interview process?

Now it may feel a little uncomfortable to interview a family member or close friend but I urge you to try the idea on for a bit, and here's why.

Your warm market can be an incredible source for prospects and customers – but most members of your warm market are going to make better customers than business associates.

As I see it, and in my experience, your warm market options can lead to a bit of a snare that can undermine efforts. As your warm market subscribes to a pre-existing relationship and trust, it also contains a sticky little flaw factor that should not be overlooked.

Your familiarity with your warm market can lead you to the conclusion that certain individuals would benefit from working their own business. This conclusion may or may not be true, even though you can see the absolute need for improvement. As serious networkers, we are always on the lookout for individuals that will benefit from an opportunity that will improve their situation. Helping others turn their lives around is part of this business, and it is the part of the business that I like best.

Unfortunately, where we will often find need, we will also find a lack of desire. Sadly, some individuals, in some bizarre way, seem to enjoy suffering hardship. The school of hard knocks can become a self-perpetuated comfort zone that is difficult to break out of. Some people become miserably and horribly stuck in difficult situations and circumstance – and even though they may make an effort to change it, their mindset is stuck on self-defeat.

To sum up this scenario I give you this old truism: you can lead a horse to water, but you can't make it drink. The horse may sniff at it, may jump in and flail around a bit, but unless the desire to drink, the desire to save itself, is there, the horse will ultimately drown.

Through experience and observation I have come to the conclusion that desire does not always reside in the house of need.

So, to remedy the situation, I interview everyone, warm market or cold, because I found it exhausting and frustrating to try to motivate people into action when their lack of desire kept them from committing to their own success. My time and effort are valuable. I can't force 47 hours into a day. I do have other things to do, aside from running my business – I am sure that you do too.

When you go into business with someone you may find that you don't know him or her as well as you thought you did. Take Bob and Neena for instance. Before bringing Bob into my business I had always considered him a hard working, committed, guy who just hadn't had many opportunities for success blown his way. However, that wasn't true at all. Opportunity had probably presented itself many, many times in Bob's life, but Bob was comfy and content enough if he had a

cold brew in the fridge and cable TV. He wasn't interested in having more.

Our perceptions of the needs of others can be wrong – so, save yourself the effort and the heartache. Interview every prospect. Ask lots of questions that will help you to get into their head, and help you to determine if the person you are considering will actually be a benefit to your business, or a liability.

If you are wasting hours a week trying to motivate an uncommitted recruit – then you may be taking time away from others who need you're your attention and who will benefit from your effort. Make sure you are investing your time wisely and with the right people.

If a prospect is not ready to get to work to improve their own situation, neither will they succeed through your effort. They will usually take everything that you can give – do nothing with it – then run hollering from the business claiming that network marketing is a scam that it just doesn't work...

Ugh... that hurts. And you know from your own experience that networking offers a level field for everyone. We all get the same opportunity to succeed.

We all want to succeed, and we want our downline members to succeed too. But accept this bit of truth now and save yourself buckets of grief: Not everyone is cut out for this business. Not everyone will succeed in this business. Industry stats to date indicate that most simply give up.

Interview, and make sure that your prospects want to succeed. Make sure they have lots of drive and desire – they're going to need it.

Interview, interview, interview, and review your information. How do you feel about the person's responses to your questions – go with your gut reactions here (and pay attention!).

Do you think this person will commit to success? Is there any indication that this person will toss in the towel when the going gets tough? Is your prospect going to waste hours of your valuable time and effort?

Ultimately, the decision to invest the time to train a person is yours – but make an informed decision that is not steeped in wishful thinking.

It's your time. It's your business. It's your call. Call it wisely. But I would suggest that you can afford to be picky... unless high attrition rates appeal to you.

I leave you this week with a dollop of anonymous wisdom that I took a little creative liberty with...

"Desire sees the invisible, feels the intangible and achieves the impossible."

Now get on out there and start sorting. Remember, you're looking for hungry prospects with a keen desire to succeed. And also remember that a massive recruit-o-rama will not ensure success. Go for quality, the quantity will come. Spruce up your skills and become a master of Interviewing - The Art of Sorting.

Acknowledgement

I would like to thank everyone I connect to and learn with and learn from. We each have something to share, no matter how new or experienced we might be.

I've learned a great deal from each and every person that I have met over the years and I treasure every lesson and value each connection.

I believe in your success.

I thank you for allowing me to assist you to enhance yours.

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Want to put your business on overdrive?

Brand your copy of 'The Complete Step By Step Guide To Creating An Income Online' to give away to your prospects and contacts.

An instant messenger conversation between Janet and Daryl:

Janet Legere says: Have you read through my report yet?

Daryl says: Yes

Janet Legere says: Can you see how easy it would be to help others simply by giving them a copy? And consider how effective it would be to give them a copy that is 'branded' with all of your affiliate links inside?

Daryl says: Yes

Janet Legere says: That's not a sales pitch either, just the truth because it really does work.

Daryl says: I'll say. With your help, **I've quickly built an optin list that is already up to 75 people.** No internet guru has ever done that for me!

Janet Legere says: WOW ... that's great!

Daryl says: That's what I say.

Janet Legere says: Well, the truth is, I didn't do it for you ... I simply showed you how and you did the work ... I just made the work easy to do!

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- Follow-up
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- Continued Follow-up
- Regular Task Check List
- BONUS # 2 ~ World Class Speakers
- BONUS # 3 ~ Success Strategies Series
- BONUS # 4 ~ What You Need To Succeed

Recommended Reading

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