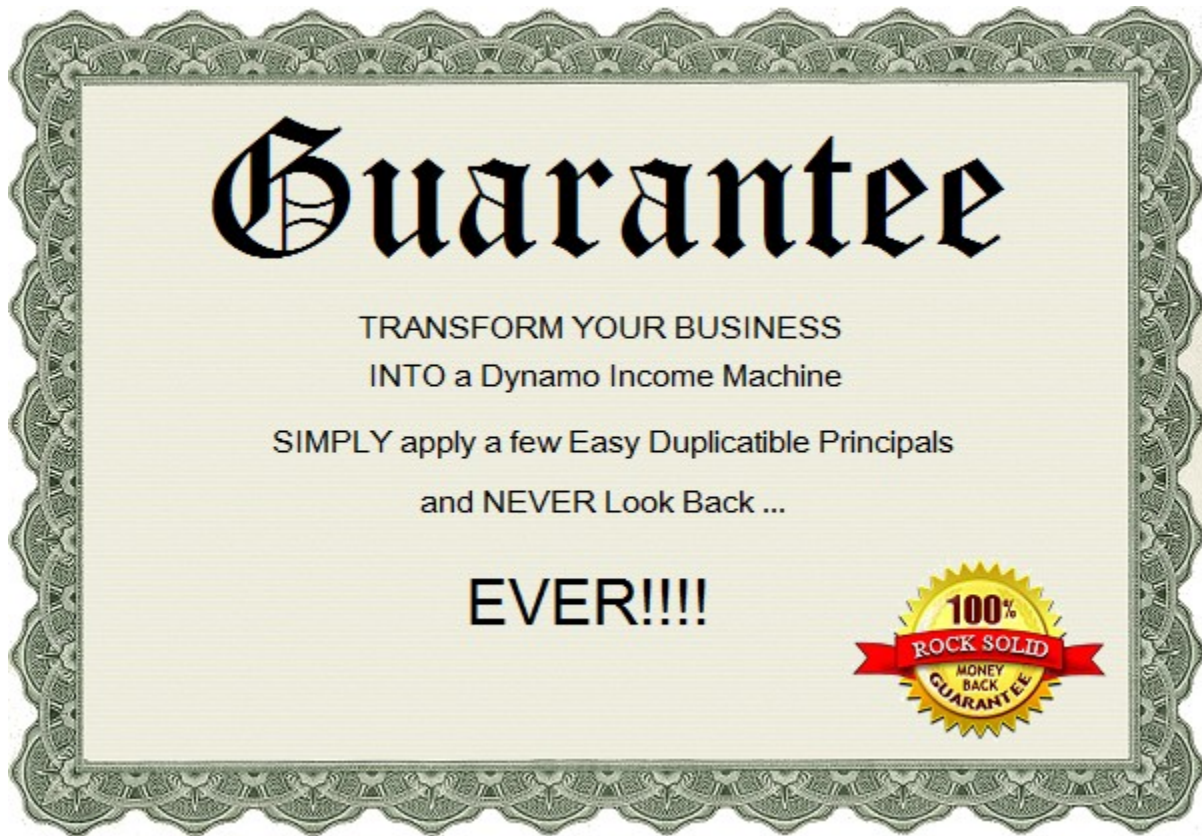


# The 90% close Secret Formula

Written by Gary and Viktoria Affron



The information compiled below, we have Tested  
used and applied in Building all of our Businesses

we currently work Five, and successfully have created Real  
Income, Freedom and in several have Reached either  
the Highest pin level or the upper Ranks.

Now in saying this, is not intended as a look at me  
type of statement, but rather as “if we can accomplish this  
so can you”

Viktoria and I started, with no money (check to check  
every week, putting off til next month what we could)  
we used bill \$\$\$ to start our first Business  
looking back, we sure didn't know much!

It took two Months to recruit our first new member,  
but we persisted  
we made every mistake most beginners make and then some  
We had no warm market, but didn't care  
but we knew if we really wanted to succeed we had to  
Master the Learning Curve.  
We both agreed if it doesn't work why repeat  
the process expecting different results!

The Reasons people FAIL  
FEAR, its no. 1  
Failure to Listen (its not all about pitching)  
Failure to address the Reason  
(theirs not yours)  
Desperation-new people would sign a pet if that  
pet had a social security number

those that wont make the effort, wont put ACTION  
into the effort, wont create income Period.  
Willingness to Learn.  
Essential

so how about some Meat and Tater's?  
Ok here we go  
when I talk to a prospect, I eliminate any Objections  
before we get to the end of our conversation  
why waste time overcoming what isn't real to start with.  
Money is rarely ever an honest objection and most other  
objections are not real objections either. All that is being said  
is you have not convinced me that this opportunity is something I can do!

Here is the Actual facts  
your Prospect can see you doing the Business but cannot  
envision themselves doing what you do.  
If you do not take the time to create self examination  
you never will !

Example below

ask Prospect “ what was your life like 5 years ago?

Were you living check to check or was life better back then? Maybe you were able to go to nice restaurant now and then. How about your life today (name) are you better off today then 5 years ago? Have all the savings you want in your bank? House paid off?

(Wait for answers)

so if I come back in 5 years and ask the same question and you have changed nothing what will change the results? (name) what will you do to change the out come?

(name) let me ask you something, could you see yourself placing fliers around town and answering the phone when they call for more information? How about handing out some cd's? With our training on what to say?

Now you have the basic steps to overcome both Objections and the beginnings of having the prospect to envision themselves doing your business

## HOW ABOUT ELIMINATING THE RECRUITMENT PROBLEM

Most companies use a opportunity call to help their affiliates sponsor new members to build their and your business

but here is the issue, you have to invite 10 to get 1 to actually hear the call, boy that is tough odds!

Lets become the messenger rather then the Message lets use Gary's method and get 9 out of 10 to your call!

If you can do that, will your business not grow proportionally

ok here is what I do, I record a very good call (op call)

and record it to a cd usually mp-3 format.  
Then I start to hand them out using the following method

(name) I am sure glad I ran into you, I have been meaning to call or stop over to see you. I have a cd you really need to hear the problem (name) is its the only one I have left and I promised Sally she could have it friday, tell you what (name) if you can listen to it tonight so I can get it to Sally on Friday then I would rather you have it, would that work for you?  
Great (name) say would 8:30 be ok to call so I can make arrangements to pick it back up?

Here is the basics of permission marketing  
the prospect gave you permission to call  
you have not mentioned an opportunity, a product or service  
you are only the messenger!

Now here is the results  
9 out of 10 hear your call  
the one that hasn't doesn't answer the phone, BUT  
as soon as the phone stops ringing....  
the cd is popped in..  
thus 10 out of 10 hear your call  
now its up to you to hone your closing skills

using this method Viktoria and I have exceeded  
90% closing rate since last December  
you may do even better yet?  
Remember we are only average real  
life people who work hard.  
Our skills are no better than anyone elses  
but we are focused.

Our fliers  
we use a flier that generates lots of calls

this method has folks calling us, not the other way around  
that is not to say we haven't used the cold call  
but there is always a wall up  
when folks call us there is no wall up, they actually want  
information on what we do. Or the product or service offered  
BUT  
we use them (fliers) a bit differently first we use only  
productive locations  
locations that people have to wait..at like doctors waiting rooms  
oil change locations hair salons, hospitals car dealerships  
and the list goes on and on.

Where not to use...any fast traffic locations like convenience stores  
in and out locations are a waste of your time.

Now how about the desert  
if you don't love this....I don't know what you will love  
after having a variety of locations that let me place fliers  
I will walk into a pizza delivery place, asking for the manager  
I will then tell him the following “ I have these fliers all  
over town, and I can let you have your coupon or ad on  
the bottom for free and give you an exclusive, the only  
pizza location in town to receive this, and have your ad  
generating business where its never penetrated before  
here is all I ask in return when you deliver a pizza  
place our flier on the box. How many deliveries  
do you average per month? We pay all the printing expense.

The one we use delivers 5000 per month and  
our flier is in their face, not being read because someone is bored  
you won't believe the number of calls.

Now the next section is unique we share several things  
we strongly feel strongly about  
first an invite to our list with valuable information  
and tons of free gifts

you really want to be in on this list

[opt in here](#)

Gary and Viktoria

Are about to go Ballistic! And we plan to change  
All you think about making a REAL income once  
And for all.

Think about that statement, if we can teach you  
How to get to 10k residual in just 6 months and  
Not spend a fortune getting there, would you  
Listen? Well we have the path, the training, the  
Right vehicle. One already in your budget,  
Cheaper than you pay, with more than currently  
Receive. The next 2 weeks we will share  
How this can change your life.

Grab our free report here  
[click me Fast](#)

now I love this like nothing else I have ever seen  
imagine creating an Amazing income  
with NO MONTHLY FEE'S  
NO AUTOSHIPS,  
START IN PROFIT BEFORE  
YOU EVEN START

Step #1 ...

Watch these videos:

[IF THIS DOESN'T BLOW YOUR MIND NOTHIN' WILL <<<](#)

Click link above

[click here for](#)  
The Whole Story.

## Step #2 ...

Contact us as soon as possible. Both you and we know ...

**TIMING IS Everything in THIS Business!**

(Call us right away!)

**Gary & Viktoria Affron**

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