

Red Hot



Introductions

A Revolutionary Approach to Leveraging Existing Relationships into New Business

Red Hot Introductions A Revolutionary Approach To Leveraging Existing Relationships Into New Busine

National Underwriter Company Staff



Red Hot Introductions A Revolutionary Approach To Leveraging Existing Relationships Into New Busine:

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the most important asset we have when it comes to growing our careers and our businesses Most people think of this as networking But in today's hyperconnected market the most cost effective and high return route to new repeat and referral business is through our existing networks not through adding more social media friends and connections This transformative guide from relationship marketing expert Zvi Band shows you how to deepen your personal connections to achieve your professional goals using the CAPITAL strategy of relationship building techniques Consistency develop good habits to form stronger relationships Aggregate build a personal database of professional contacts Prioritize order your network based on who can help Investigate collect intelligence on the people who are most important to you Timely Engagement create a steady cadence in your outreach Adding Value offer more than a simple follow up Leverage execute more effectively The basic idea behind these powerful tools is simple Effective relationship building is not about acquiring new contacts It's about strengthening your connections with the key people who will help you drive your business forward Through a combination of personal research best practices and case studies Band provides a prescriptive strategy you can customize and follow every day You'll find cost effective high yield tools that can be implemented via social media and other digital platforms You'll discover the best kept secrets of the most popular companies in the world and time saving techniques for achieving similar results with your own customers Most important you can make the most of what you already have the simple human connections that make everything worthwhile In business as in life it all comes down to the quality of your relationships When the right people are on your side Success Is in Your Sphere *Power Hour Boss* Eric Johnson, 2020-04-08 It doesn't matter what business you're in lead generation is important how else will you grow your business and get new wonderful people to serve As a small business owner it's clear you need a system to follow that helps you generate new customers and team members so you can grow your business After all lead generation systems help pique consumer interest in your products and services However so many people especially network marketers don't have a system to generate new leads And they wonder why their business isn't growing When relationships are your business and they are regardless of the type of business you're in the standard go for no approach just won't cut it If you're reading this book you've probably experienced this first hand and may be feeling frustrated that 1 you feel as if your business isn't getting anywhere 2 your family friends and acquaintances are making an effort to see you less and less in fear that you're going to try to sell them something and 3 you have to start back at square one whenever you want to make a sale It's so frustrating It's also no way to build a strong lasting business That's where relationship marketing comes in Relationship marketing is a proven lead generation system intended to grow your business by leveraging your relationships That's right instead of damaging relationships and burning bridges relationship marketing encourages you to nurture and grow your relationships In other words you don't ever have to be an icky salesperson If you seek to build a business that allows you to work from your heart that doesn't compromise your personal core principles and that encourages you to help and serve more people relationship marketing may be for you Over

the last few years I've built Teamzy a CRM system intended to turn traditional network marketing on its head. How it's based on relationships specifically growing and developing relationships with your favorite people so you can serve and help them meet their needs which is oh so often contrary to the sales status quo. The more you connect with them the more likely they are to recommend your business to their family and friends who could use a bit of your help. The results speak for themselves. People who are turned off by traditional selling methods love our relationship oriented system that encourages them to make people's days instead of always trying to sell to them. They're watching their businesses grow exponentially beyond what they could've imagined when they started in the business. That's right by maintaining consistent contact with their customers seeking to meet their needs and following up they're building solid businesses that last all in less than an hour a day. The best part is it doesn't feel like work. After all you're doing what you do best connecting with your customers and along the way you'll build trust and long term business advocates. What's better than that? Nothing. I'm excited to share this strategy with more people. In this book you'll learn Why Relationship Marketing provides more joy for you AND better results for your business. How to discover your WHY and use it to build meaning into your day. How to create goals you can't wait to achieve. Why your business is more than a job and should be treated as such. How to slay your business in less than an hour a day. How to have great conversations with your network and transition it into talking about your business. Why following up is an act of love and one that is critical to growing your business. Where to find new customers. How to meet new people and add them to your network. The best way to overcome objections straight from the heart. How to use and leverage social media to build trust. How to boost your chances for success. How to master the entire system and become a PRO.

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