

Are your Communication Skills Up Where They Should Be?

By Simon Baxter

Are your Communication Skills Up Where They Should Be?

Simon Baxter
webmaster@netincomesite.com

The Net Income Group <http://www.netincomesite.com>

Are your Communication Skills Up Where They
Should Be?

By Simon Baxter

~~~~~  
Those who have mastered "communication" have  
mastered "recruiting"!

In online recruiting, what exactly is  
communication?

It is simply the transfer of your business ideas  
and belief system to your prospect.

Communication comes in many forms, you can  
communicate person to person (face to face), via  
the telephone, in writing (email), using  
newsgroups, discussion lists and now even with  
audio and video tools.

Find a method that suits you and work it to  
perfection and you will NEVER have a sluggish  
downline again!

The more you communicate, the more you will  
recruit.

A good communicator will have the following two  
traits ...

**Believability and Sincerity!**

And if you are going to be a power recruiter,  
you must use these two traits to the max:)

Sincerity also incorporates the skill of

"Listening", in fact I could say that to listen is more important than to speak.

This applies to online recruiting using emails back and forth as much as face to face or telephone communicating.

How often have you written an email to either your sponsor in a program or the programs support center asking a number of important questions, only to receive a reply that only covers 10% of your questions and that 10% only being half answered if at all?

How does this make you feel?

I would hazard a guess at "very annoyed!" and the feeling that they didn't even bother to read your email!

Don't do this to others! If you do not know the answers to your prospect or team member's questions find out!

In communicating with your prospect, you can find out many things including what they want out of life and what they are looking for in a program and then ....

You can adapt your return communication to include "created mind images", of what they are looking for and desire.

"Created mind images"? What on earth ... ?

Simply a procedure of creating visuals in your prospects mind.

For example when you think of a Racing Green Jaguar XJS, you SEE a picture of a Racing Green Jaguar XJS in your mind, you do not have a picture of a sentence in your mind, you have an image!

So, how can you create an image in your prospects mind?

Firstly you must create a big personality:)

Every time you write an email, make sure you use the word "you" in your email at a ratio of 3:1 to the words "I", "me" or "Us", this will keep your prospects attention.

Otherwise your email will strike of the holiday photo syndrome .... Boring your prospect to tears with the "I am interesting, so listen up and look at this" ....

YOU are NOT interesting to your prospect, your prospect is interested only in himself and that's human nature!

Secondly, when you write an email, write to your prospect as if he is there sitting across a table from you and you are "speaking" not "writing". Inject your own personality into every single email you send, even when you are sending to a support team or CEO of an Internet business.

I have made many online business friends this way, many of who have been very profitable to get to know.

Whatever your personality trait is, use it and stick with it, create a presence that is recognizable as YOU. Whether you have humor, an elaborate way of talking, or are just plain blunt and to the point with a don't mess with me personality, use it in every form of online communication, forget what's eloquent or not eloquent and master your OWN online presence.

I have often visited a message board and in perusing the messages written relevant to what I am looking for, i have come across anonymous posters and know EXACTLY who they are, just by their style of writing and terms used:)

So, practice your communication skills and maybe I'll meet you in the anonymous discussion forums:)

#####

Simon Baxter is a Internet Marketer. He is a peoples man and derives great pleasure from helping people reach their goals.

His web site \*Affiliates Resource Center\* helps affiliates to do just that.

<http://www.netincomesite.com>

#####

[Get-Articles.com](http://Get-Articles.com) : 1000's of reprintable business and internet marketing-related articles.

[Submit your article for reprint.](#)