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5 Steps for Getting Results From Your Phone Time

1. Slow down and get centered

Ask yourself how you can support each and every person you call and get into a place of curiosity and openness. Have a list of all those you wish to contact and spend a few moments thinking about the person you're calling and how you might support her before you pick up the phone.

2. Open with an acknowledgement

Have this in your mind before you make the call. Then go into an inquiry that has nothing to do with the reason you're calling. Ask them "How are you? What's going on with you?" Then listen to them. One of Steven Covey's Seven Habits is "seek first to understand, then to be understood." When people feel understood, it puts them in a whole different mindset. Use the phrase "the last time we talked..." or "the other night at Daphne's party you shared..."

3. Introduce the reason for your call

If possible, reference what they've just shared, i.e. "Wow, Sue, it sounds like you're really busy. That tells me that you need a break! I have the perfect solution! Let me come and spoil you and your friends with a fun, relaxed girl's

night out!" or "sounds like you're super mom! I'd love to give you a chance to take a break for just one night."

4. **Overcome objections**

First of all, you can overcome objections before they even come up by offering theme parties and talking about the amazing host special your company is offering. If objections do arise, they're usually vague and not specific. You can't overcome an objection unless you know what it is. One of the best questions for figuring that out: **"What's holding you back?"** That question will get you to their objection, and then you can deal with it and overcome it.

5. **If their answer still isn't yes, FOLLOW UP!**

One of the biggest mistakes I see direct seller make is taking the answer "no" personally. **The truth is, 99% of the time, no means "this isn't the right time for me."** That means, if you set up and commit to a clear follow up schedule, when it is the right time, you'll be in front of that person and get the booking. Simply ask politely, **"Would it be okay if I follow up with you in a few months once things settle down for you? I would love to work with you, so if it's ok, I'll just add you to my follow up list and call back."**

Use these proven five steps the next time you pick up the phone, and you'll notice not only that you feel better about making the calls, but also that you're getting greater results from the time spent on them.

Good luck!

Want to learn more about how to boost your results from your live parties? Check out all the support tools we've created for you at www.juliannejones.com

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