

5 Questions to Ask

Purpose: This will help you pick the best INVITATION for your prospect and match the best TOOL below to do the presentation for you.

1. **Who Do You Know?** (the list)
2. **Where Do They Live?** (in town, out of town or out of country)
3. **What Do They Do?** (this helps to know their flexibility and background)
4. **How Do You Know Them?** (who introduced you)
5. **What Is Your Relationship With Them?** (this is key in helping you think about how much time your prospect will give you so you can pick the best tool)

Presentation Tools

Purpose: Our job is to “invite”. These “tools” will do the “presentation”.

1. **Launch Call** - Purpose: to lay the groundwork for the appropriate presentation tool. (www.mccarthycentral.com click on Priscilla's Corner)
2. **Live XANGO Webinar** -Purpose: Using technology to show prospects one of the most comprehensive and professional XANGO presentations.
 - * www.GoTeamWebinar.com for schedule and to register your prospect.
3. **Industry Tools** - Purpose: To education prospects and ourselves on the business model that XANGO uses.
 - * **The Business of the 21st Century** CD (for prospects), book for you. Both by Robert Kiyosaki
 - * **Building Your Network Marketing Business** by Jim Rohn
 - * **Brilliant Compensation** Internet Movie or CD - ask upline Premier for internet code.
4. **DVD** - Purpose: To have a push play tool on a DVD player for a XANGO presentation.
 - * **XANGO and You**. DVD in XGPro Hope3 book. (great for one on one's or home meetings)
5. **CD's** - Purpose: A push play tool for home or in a car for information about XANGO
 - * **The Insiders Edge**, CD from XGoPro
 - * **Do You Own or Rent Your Career**, CD (for realtors and mortgage brokers)
 - * **What in the World Do These People Do**, CD (for small business owners)
 - * **Straight Talk**, (product CD by Dr. Amod Tootla or any of the doctor CD's. They are all good.

FOLLOW UP! FOLLOW UP! FOLLOW UP! and introduce your prospect to your upline support team if you haven't already done so. The fortune is in the Follow Up!