

# Lead Follow-up That Creates Listings And Sales FASTER



Making The Connections But It's Not Turning Into Business?

Join Us To Today And Change Your Lead Follow-up ---So Your Leads Take The Action They Need To Take Now!

Member Monday  
March 20, 2023  
Coach Donna Stott



The background is a solid green gradient. In the corners, there are decorative white line art elements resembling electronic circuit boards or neural network connections. These elements consist of thin lines that branch out and terminate in small circles, creating a symmetrical, four-pointed star-like pattern around the central text.



IF YOU ARE NOT GETTING RESULTS FROM LEAD  
FOLLOW UP LET'S LOOK, SEE AND TELL THE  
TRUTH

Is The Problem: *“I’m Simply Not Prospecting Enough To Find Enough Good Leads And Instead Following Up With A Lot Of Poor Leads And Getting Upset They Won’t Take Action?”* (maybe a little of this??)

If Yes, **Join Us Next Week TOO** For An Important Member Monday On ***Prospecting***.

If The Answer Is No?

Great.... Let’s look at what the problem (and solution) IS.



Is the problem: *“I’m trying to reach the very good leads I’ve generated... but rarely reach them... and leave messages they don’t return...”*?

**If the answer is yes, great, you’re in the right place.**

If the answer is: *“No, that’s not it... I’m talking to my very good leads... but they aren’t listing and buying.”*

**Great, you’re in the right place.**

**We will handle both of those today!**



# Understand This Before We Go Further...

- It is NOT a good time for everyone to act now. Going back to my first question... do you have enough good leads... we must face the fact that for MANY leads that the timing was RIGHT for last year, that answer is NOT the same this year.
- So... we must get CLEAR on each lead. IS NOW THE RIGHT TIME FOR THEM AND THEIR SITUATION?
- OR is their hesitation due to the fact it is NOT a good time?



***DON'T MAKE THE MISTAKE,  
HOWEVER, THAT THEY KNOW BEST.***

**NO.**


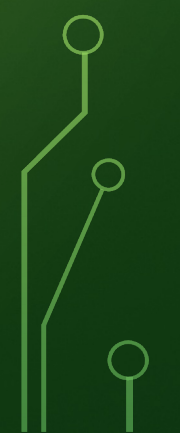
**WE** KNOW THAT  
ANSWER BETTER THAN MOST OF THEM.  
BECAUSE WE ARE IN THE BUSINESS. WE  
GIVE PROFESSIONAL ADVICE.



**WHICH IS WHY THEY RELY ON YOU.**



# SO... HOW DO YOU KNOW THAT ANSWER FOR EACH OF THEM?

- Because you ask great questions.
  - And you LISTEN to the answers.
  - And you ask MORE great questions.
  - Again, and again and again.
- 
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# GREAT QUESTIONS THAT INVITE THEM TO LOOK, SEE, AND TELL THE TRUTH ABOUT THEIR SITUATION:

- What is IMPORTANT about Selling now?
- What is IMPORTANT about Buying now?
- What is the WORST thing that can happen if you don't Buy/Sell now?
- What will it be like for you (and/or others) when you DO Buy/Sell?
- What is the BEST thing that can happen if you DO Buy/Sell now?
- NOTE: Don't buy into Monkey Mind...Theirs. NOR Yours. What is the TRUTH?
- Now that you are both clear... What is the next logical step (Think in terms of Authentic Action but don't call it that with them...)

# So... Let's Say You Do That With All Your Buyers And Sellers And Get Clear On Which Ones SHOULD Do Something Now And *Which Should Not.*

- How many great leads do you really have?
- Let's say you still have a LOT of them... but they still aren't acting. Or are dodging your attempts at contact.



**Notice that they are simply listening to their Monkey Mind.**

You know that! -- Stay clear on what you know is right for them in YOUR professional opinion.

***Don't take it personally... because that is simply YOU listening to your Monkey Mind.***



# AND HOW DO WE HANDLE THE MONKEY?



We look, see, and tell the truth.

We TRUST our Professional Opinion.

We know sometimes those Leads may not be able to get past Monkey Mind, but we support them to do so when we KNOW.

We thank Monkey for being concerned about us and say *“Nevertheless, I will do what is mine to do. Here’s a banana, go play.”*

**We, as adult brains, keep focused on what is the next right action to take in advising our great leads.**

# Purpose and value

What do we want people to get out of learning about Monkey Mind?

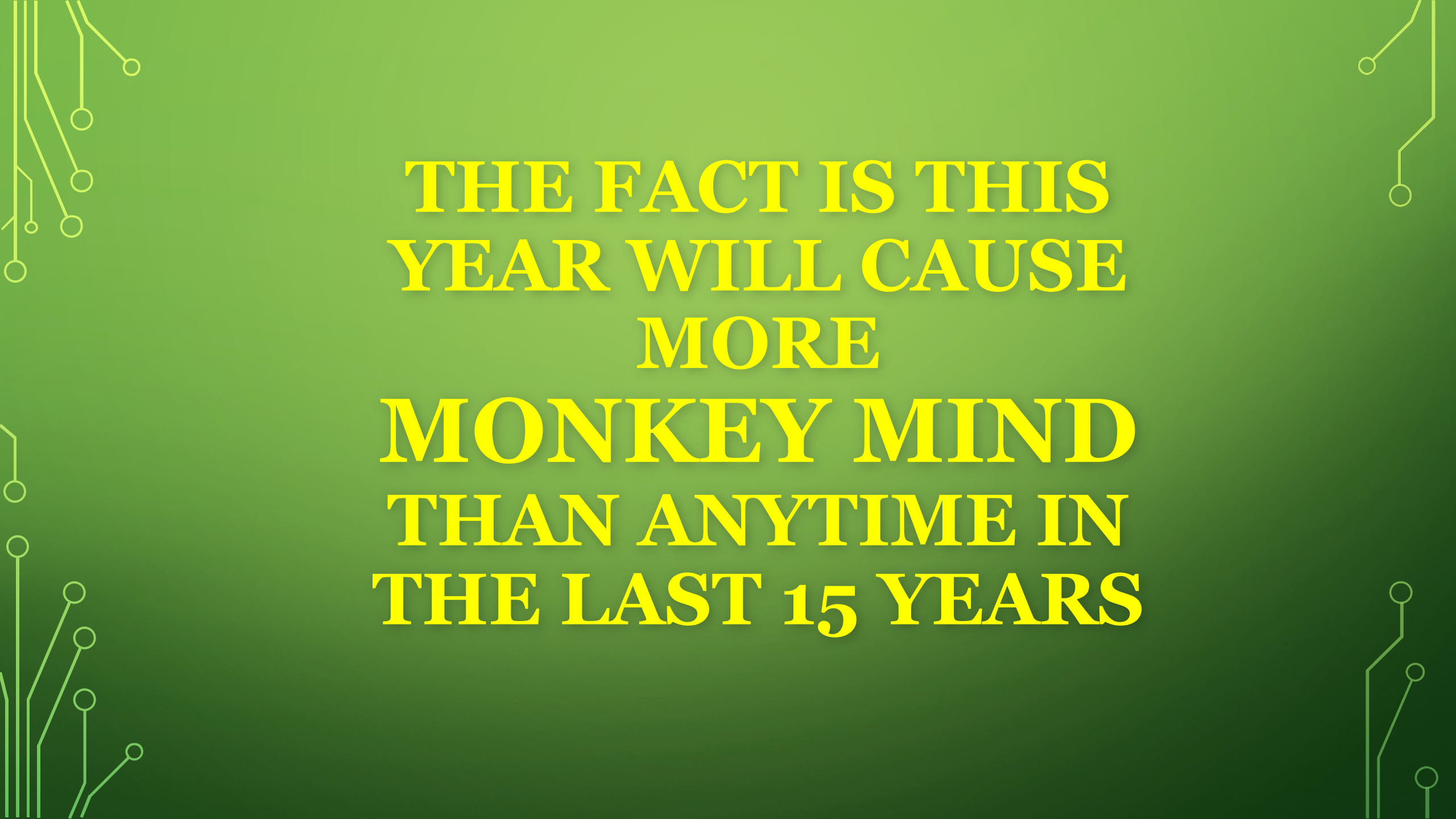
- **It is a normal and natural experience**, each time we go from the known into the unknown aspects of life — from that which is predictable into that which is unpredictable.
- **Everyone**, at some points in life, experiences it.
- **Monkey Mind is concerned for our survival**, whether this concern is logical or illogical.
- When we experience Monkey Mind, it could be a signal that we are **doing something “right,”** rather than something “wrong.”
- **We don’t get rid of Monkey Mind**, instead we learn to manage it by shifting the focus of our attention from our doubts to our dreams, from our issues to our ideas, and from our conflicts to the contribution we’re here to make.

## Purpose and value (continued)

Although it's normal and natural, Monkey Mind is not *extraordinary*, and it's clear that we want to lead *extraordinary lives*.

- It is therefore possible to train our brain away from Monkey Mind reactions, and toward ways of thinking that make a difference.

*"By bringing mindful awareness to how your brain reacts to feeling threatened, you can stimulate and therefore build up the neural substrates of a mind that has more calm, wisdom and sense of inner strength. A mind that [can differentiate between threat and non-threat more clearly] acts more effectively in dealing with [true threats], and is less rattled or distracted by exaggerated, manageable, or false alarms."* — [Rick Hanson, Ph.D.](#)

The image features a dark green background with a subtle gradient. In the four corners, there are decorative white line art elements resembling circuit boards or neural networks, with lines and small circles connecting them. The text is centered and reads:

**THE FACT IS THIS  
YEAR WILL CAUSE  
MORE  
MONKEY MIND  
THAN ANYTIME IN  
THE LAST 15 YEARS**

The background is a solid green color with a subtle gradient. In the corners, there are decorative white line art elements resembling circuit boards or neural network connections. These lines are thin and connect to small white circles, creating a geometric, abstract pattern.

OK... Lets Handle *“I’m trying to reach the very good leads I’ve generated... but rarely reach them... and leave messages they don’t return...”* ?

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AND HANDLE: *“No, that’s not it... I’m talking to my very good leads... but they aren’t listing and buying.”*