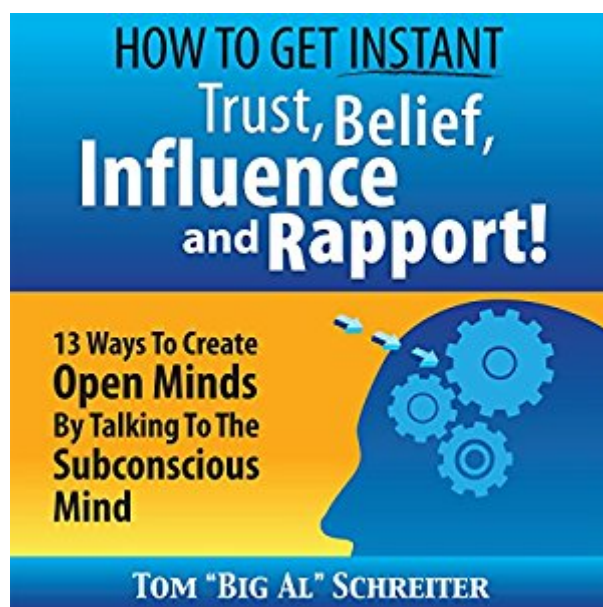


The book was found

# How To Get Instant Trust, Belief, Influence, And Rapport!: 13 Ways To Create Open Minds By Talking To The Subconscious Mind



## Synopsis

Why can't salesmen sell? And why won't prospects listen? We offer great products to prospects. We say great things to people. We share our vision and passion with others. And they don't buy, they don't believe us, and they don't share our vision and passion. We say great things, but people don't believe us, and they don't trust us. So we don't need more good things to say. Instead, we need to learn how to get people to believe and trust the good things we are saying already. It's not about the presentation. It's not about the price. It's not about the salesman's breath. It is not about the leader's PowerPoint presentation. It is all about the magical first few seconds when we meet people. What happens? In the first few seconds, people make an instant decision to: 1. Trust you. Believe you. or 2. Turn on the salesman alarm. Put on the "too good to be true" filter. Be skeptical. Look for "the catch." This decision is immediate, and unfortunately, usually final. In this book, you will learn easy four and five-word micro phrases and simple, natural techniques that you can master within seconds. Yes, this is easy to do! Your message should be inside of other people's heads, not bouncing off their forehead. Your obligation is to get your message inside of their heads so they will have options and choices in their lives. Now, if you can't get people to trust and believe your message, then you will effectively be withholding your message from them. Use these tested, clear techniques to build that instant rapport with other people and then, everything else is easy. If you are a leader, a salesman, a network marketer, an influencer, a teacher, or someone who needs to communicate quickly and efficiently, this book is for you.

## Book Information

Audible Audio Edition

Listening Length: 1 hour and 11 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Fortune Network Publishing

Audible.com Release Date: June 20, 2014

Whispersync for Voice: Ready

Language: English

ASIN: B00L4P6VEO

Best Sellers Rank: #25 in Books > Business & Money > Marketing & Sales > Marketing >

Multilevel #29 in Books > Business & Money > Small Business & Entrepreneurship > Home

Based #51 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales

## Customer Reviews

There were so many glowing reviews of this book that I decided to check it out. When I started searching for a book to read on marketing, I was hoping to find something that applied psychology to the process. The subtitle "13 ways to create open minds by talking to the subconscious mind" drew me in. Perhaps I'm biased by having dated a psychologist for 3 years, I'm not sure. Suffice it to say, it's unlikely that anything in this book is based on any peer-reviewed clinical research, or anything even remotely close to scientific process, thus I believe the statement about learning to talk to the subconscious mind is at best, a false premise. He spends a lot of time talking about opening lines to develop rapport and he (in my opinion) devotes too much ink to filling the pages with such examples (as if he were trying to fill space in the book to give it a higher page count?). The premise is that to develop rapport you have to say something that the prospect can believe within the first few seconds of meeting you. Here's some of the examples he gives if you're trying to sell a car: "People judge you by your car. It's not fair, but true." "A new car makes us feel good. We deserve a little joy every day." And some examples for selling diet products: "Dieting is difficult and we just don't have time to exercise." "Starving ourselves won't work, we all need to eat." Does anyone feel like they're listening to a ridiculous infomercial? Does anyone feel like they're about to be pitched to? That's what my perception was within the first nanosecond of reading those phrases. There's a myriad of similar examples just as ridiculous.

[Download to continue reading...](#)

How to Get Instant Trust, Belief, Influence, and Rapport!: 13 Ways to Create Open Minds by Talking to the Subconscious Mind  
How To Get Instant Trust, Belief, Influence and Rapport! 13 Ways To Create Open Minds By Talking To The Subconscious Mind (MLM & Network Marketing)  
Trust: Mastering the 4 Essential Trusts: Trust in God, Trust in Yourself, Trust in Others, Trust in Life  
Body Language: Discover How To Connect, Analyze And Influence People In A Subconscious Level By Understanding Their Nonverbal Communication (Behavior, ... Mind, Mind Power, Brain Hidden Power)  
Master Your Mind: Achieve Greatness by Powering Your Subconscious Mind  
Instant Rapport Trust Agents: Using the Web to Build Influence, Improve Reputation, and Earn Trust  
The Complete INSTANT POT ONE POT Recipes Cookbook: 131 Healthy ONE POT Instant Pot Pressure Cooker Recipes For Every Mum (+Instant Pot Time Guide For Over 300 Recipes)  
The Decision to Trust: How Leaders Create High-Trust Organizations  
Get Talking and Keep Talking  
French Total Audio Course: The essential short course for speaking and understanding with confidence (Teach Yourself)  
Get Talking and Keep Talking  
Japanese Total Audio Course: The

essential short course for speaking and understanding with confidence (Teach Yourself Language)  
Get Talking and Keep Talking Russian Total Audio Course: The essential short course for speaking  
and understanding with confidence (Teach Yourself) The Genie Within: Your Subconscious Mind -  
How It Works and How to Use It The Power of Your Subconscious Mind Thai Magic Tattoos - The  
art and influence of Sak Yant: How a belief may change your life Open Mind, Open Heart: The  
Contemplative Dimension of the Gospel The Discussion Book: 50 Great Ways to Get People  
Talking Musical Genius: A Story about Wolfgang Amadeus Mozart (Creative Minds Biography)  
(Creative Minds Biography (Paperback)) When Two Spines Align: Dressage Dynamics: Attain  
Remarkable Riding Rapport with Your Horse Keep Talking German Audio Course - Ten Days to  
Confidence: Advanced beginner's guide to speaking and understanding with confidence (Teach  
Yourself: Keep Talking)

[Dmca](#)