The McNelly Training

Q.I. Filtering System

- The Q.I. List Builder
- The Q.I. Invitation
- The Q.I. Interview
- The Q.I. Meeting
- The Q.I. Followup
- The Q.I. Getting Started

THE 6 STEP Q.I. INTERVIEW

If you can have a lot of people sharing the Business Plan with a quick 15 min. overview & a simple invite to a meeting, instead of having just a few that can do a Full Blown 1-2 hour presentation, you're going to have a lot of growth. The Team with the most Exposures WIN!!!

THE 6 STEP Q.I. INTERVIEW (15min.)

With all the Networking Presentations out there I can't put an actual interview here, there are just to many approaches that Leaders use to share their business to their prospects on what their Product, Company or Compensation has to offer. But with all the years of watching so many styles, approaches & techniques I want to share with you a process that needs to stay consistent with the Q.I. System for the interview to be effective. Remember from the initial Connection to getting someone Started, it's still all about a Filtering System and a Philosophy. The Philosophy here is to see if they connect with at least 2 of the 6 steps that you will cover and if they do, invite them to a Meeting to see a Full Presentation of your Product/Business Opportunity. This allows a lot more people to do a quick 15 min. overview to see if they relate to a few things before wasting everyone's time. Again the Q.I. Overview is designed to Provide, Protect and Preserve the New Distributors so their not having to answer a lot of questions on their own. If there are only a few people that can show a full presentation & answer all the questions, you're going to have a very slow-moving business. If you can have a lot of people going out and showing a quick 15 min. Overview and a simple invite to a meeting, you're going to have a lot of growth. Would you like to have 1-2 folks that can show a few full presentations a week or 20-25 folks that can show 3-5 quick 15 min. Overviews a week? 25 times 3 overviews is 75 exposures every week in your business.

Start with the CLOSE: Start by telling them your in a hurry, & that you need to get them into a MEETING.

The 1st Goal here is to set the tone by letting them know that your in a hurry and you only have about 15min. so your not stuck answering a lot of questions, plus it tells them your not there for a long drawn out sale pitch. The 2nd Goal is to let them know that you really want to get them to a Meeting so that they can meeting the GUY/GIRL that's the expert and meet the team. And the 3rd Goal is to Share with them your going to cover 6 quick points to see if they relate with at least 2 of the points, if not then there's not a reason to go on to the next step, "IS THAT FAIR ENOUGH?"

1. THE COMPANY:

This is where you can talk about the Leadership, International Countries, Financial Status and Goals of the Company but Briefly

2. BILLION DOLLAR MARKETS:

This is where you can talk about the Product/Service Line, Market Potential, the Uniqueness and Emotional aspects of your Products

3. REVENUE SHARING:

This is where you can talk about the Perks of being a Customer or Preferred Customer with the Retail Commission %, Product Introdution Bonuses, Loyalty Programs & Affiliates Benefits.

4. CREATING LEVERAGE:

This is where you can talk about the Perks of being a Business Builder and the advantages of having a side Hustle, Multi Streams of Income, Tax Advantages, and how over Time it creates Exponential Leverage.

5. COMPENSATION:

This is where you can talk about the Compensation Bonuses but very briefly, because most want be able to comprehend a lot of it till later, so highlight Team Commissions & Matches Bonuses and gloss over the rest.

6 THE SUPPORT TEAM:

This is where you can talk about the Upline/Team thats in place to help them get started and a Education System of Audios, Videos, Podcast, Zooms, & Events to help them Succeed.

Did They RELATE: See if they related with at least 2 OF THE 6 CONCEPTS.

If they related to at least 2 of the 6 points, then invite them to your next Meeting/Zoom so that they can get their questions answers and meet the Expert and the Team. Give them the Date, Time, Location, Dress Code, & what to expect at the Meeting.