

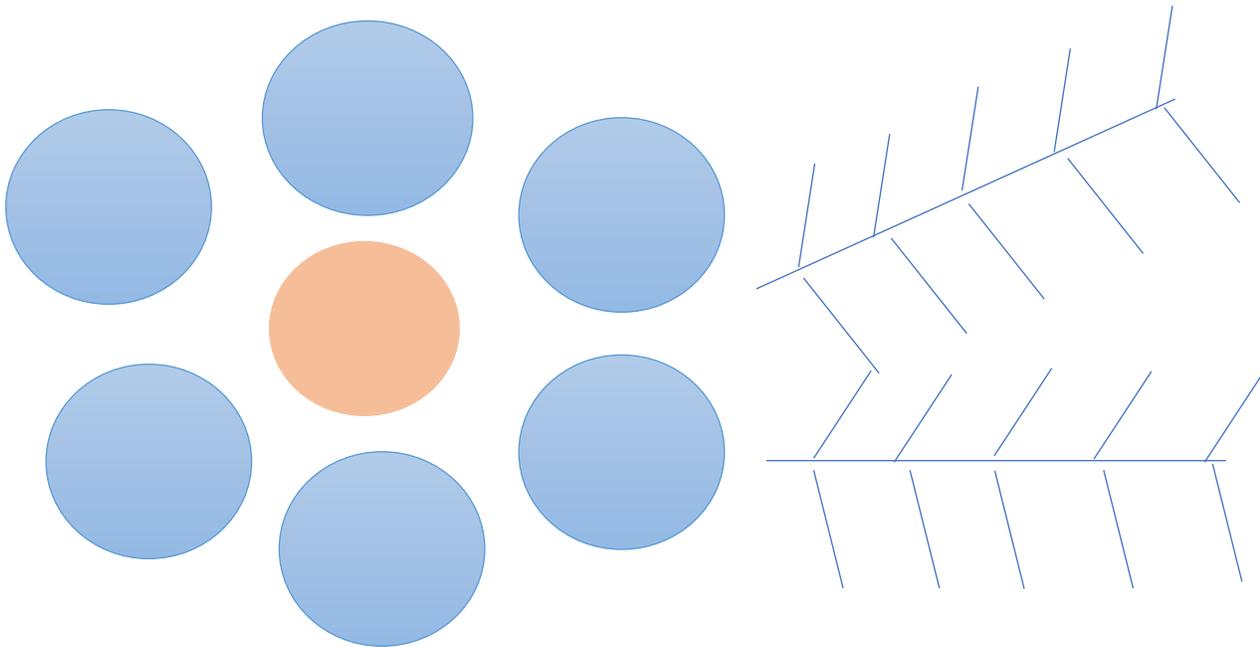


Mentoring Program

Successful Business Building Steps

Course 2 Module 4 Lesson 6

Circles of Influence



RULE # 1 IT IS NEVER about Tapping.
It's **ALWAYS** about you being able to
solve their problem



Mentoring Program

Successful Business Building Steps

Course 2 Module 4 Lesson 6 (continued)



Ask for Introductions

- It's true! By the time we are 19 years old, we know at least 2,000 people on a first name basis.
- WHO do YOU know that may know someone who desperately needs what you are offering and they just don't know you yet?
- Facebook...hello???? People like to be connectors. Do you have someone following you that you need to have a real person-to-person conversation with?
- Did you ask yo' momma? Your sister? If you don't ask, the answer is ALWAYS NO!