

Your “Team Owens” - GDI Approach

INTRODUCTION

You were attracted to Global Domains International for likely one of two reasons, to create your own web site and/or to secure an income for life. In this document, I wish to deal exclusively with the “Income For Life” aspect of your GDI alliance. Your income for life and key to success with GDI will come only from a loyal, expanding, enduring and inspired team of other successful individuals. Anything else will be fleeting and crumble. Thankfully it is truly quite simple to create that solid base. You will lead by example and accomplish the quest by exemplifying honesty, integrity and trust.

PRELIMINARY

The reason people make a decision is not necessarily because they *need* something, but because they *want* something. Here is a quick example. Have you ever passed a trailer park where rental homes are modest in cost and noticed expensive satellite dishes on their roofs? The decision to purchase the satellite dish came out of a *desire* and not a need. We humans are like that. Subconsciously, all of our decisions come from a need avoid pain or to gain pleasure.

MISSION

Create a sincere, effective ethical (TO GDI) approach to elicit *desire* with individuals that will attract them to your team and insure a long-term, mutually beneficial relationship develops. This is in perfect alignment with Global Domains International’s adopted slogan:

“You can have whatever you want in life if you’ll
just help enough people get what they want.”

- Zig Ziglar

MODEL OF SUCCESS

The strongest, most effective form of marketing is a referral. A business built on referrals is destined for success and the ability to earn residuals from those referrals is the essence of a solid, reliable ever-expanding income base, an “income for life.”

“I would rather earn 1% off a 100 people's efforts than 100% of my own efforts.”

- Jean Paul Getty (1957 Fortune magazine named him the richest living American)

OVERVIEW

So how can we;

- qualify an individual to be certain their affiliation will be mutually beneficial?
- deeply inspire them (rather than simply use shallow motivation)?
- sincerely and confidently guide prospects to a better level and allow them to make their own positive decision?

It’s really a sincere, admirable, fulfilling and *simple* process.

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You simply take the time and initiative to allow your prospect to discover what they truly want out of life and then you show them how to get it.

TECHNIQUE

What you are about to learn is based on proven, solid principles of effective, ethical communication skills and strategic human influence. For example, by using NLP (Neuro-Linguistic Programming) a master practitioner is able to uncover specifically what a client wants, what’s preventing them from doing it, interrupt their pattern, suggest a new empowering alternative and put them on a path of achievement. We will use this same model of excellence.

In this day and age, while it is easy to mass market and remain aloof, I personally feel it’s better for everyone concerned if you take time to personally communicate with an individual.

*Your potential first-line executives destined to be responsible for building a global on-line business, deserve no less than some **personal** conversation.*

The (TO GDI) approach can be utilized over the phone, while sitting in front of a computer however, nothing will create trust and understanding better than *one-on-one communication*. Be aware, this is not a pitch, a hustle or a sneak attack. Instead, you will initiate a sincere approach to uncover your prospect’s desire and demonstrate how they will be able to achieve it.

During the course of conversation, you will likely share discussion about where you both live, family and other things. Ultimately you want to find out what they are currently doing to to earn a living. After some casual conversation it is only natural to show an interest and ask what they do for a living and to take few moments to allow them to tell you about their job.

- and now the “magic” begins -

Through simple conversation and questions you will;

1. Uncover what they want. (their true desire)
2. What’s preventing them from doing it? (likely money)
3. Suggest a new empowering alternative. (work for themselves from home)
4. Show them how to achieve it (income calculator)

Be flexible and patient. According to your own particular circumstance, some form of these questions will provide you with everything you both need to be successful.

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“If you didn’t have to work for a living, what would you really rather be doing?”

(Depending on the rapport you have established, they don’t even have to give you an answer, they just to have to think about it.)

Allow your prospect the freedom to fully associate with this resourceful state and deepen the rapport by adding if necessary;

“*Where* would you be doing it?”

“*Who* would be with you?”

“*How* happy and fulfilled would you be?”

“Is what you’re doing now going to get you there?”

or: “Is what you’re doing now going to allow you to do what you really want to do?”

“How much do you need per month to do it?”

or: “What would it take to get you there?”

RESOURCES:

It’s not your fault that the medium of exchange is money.

Average Salaries in North America: \$40k to \$120k annual

“Lack of money is the root of all evil.” - George Bernard Shaw

“Let me show you something.”

or: “I can show you something that will help to get you there sooner.”

(www.freedom.ws/username - go to the income calculator)

Suggest you do 5/5	= \$3,905/month
By adding just 1 more	= \$9,330/month
Our team’s goal 10/10*	= \$111,110/month
*Infinity Bonus = entire organization	= ?\$

“Would that allow you to do what you would really rather be doing?”

SUPPORT:

“You can actually implement this additional income stream from your own computer, on your own time, without interfering with your present income stream plus all of the tax benefits of running your own business accrue directly to you.”

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SUMMARY

Now in respect of the private space you have entered and the gentle balance of trust and respect you have just established, instead of demanding a decision and acting like a pushy salesperson, deepen the relationship and simply assist your prospect evaluate their options. This way they will be able to make their own decision.

*You know that what you are proposing will be beneficial to this person,
you just have to get them to understand what you already know!*

So, simply allow them to focus on the positive benefits that you both discovered and lead them to a new empowering alternative:

“Well, by now you understand what you would really rather be doing.”

“And now you have a pretty good idea of how much monthly income it would take to do it.”

“We’ve also discovered an alternative income stream that you are able begin immediately and make that dream a reality without even interfering with your present job.”

“May I recommend (suggest) that you take full advantage of the seven day free trial so you will be able to discover for yourself all the amazing resources you have available to you. I would consider it a pleasure to have you as part of my team.”

There are many ways to present GDI to an individual. The above approach is truly ethical, powerful and effective. By taking the time to uncover what an individual truly wants, and demonstrating precisely how to achieve it, you are setting the standard for a long-term, lasting relationship.

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TIP: Sometimes, depending upon the situation, it is better or easier to use a “passive” approach. Everything stays the same except you are telling the story about yourself.

EXAMPLE:

One day *I* finally woke up and asked *myself*,

“If *I* didn’t have to work for a living, what would *I* really rather be doing?”

“Where would *I* be doing it?”

“Who would *I* be doing it with?”

“How much happier would *I* be?”

It was really painful to realize that by continuing to do what *I* was currently doing, I would never get there.

I decided what *I* really needed to live the life *I* really wanted was ___ /month.

And then I discovered a legitimate way to earn that... Let me show you...etc.

I’m sure you get the idea.

By taking a sincere interest in what your prospects truly want and working with them personally to achieve it, you will build a loyal relationship. Your GDI experience will become mutually beneficial, precisely the way it was intended to work.

Eventually you will develop a loyal, inspired team of individuals. Your reward will be both the fulfillment of excellence with your team and a substantial, dependable *Income For Life*.

Awesome wishes,

Garry & Ginger Owens