

Your Warm Market Is Much Bigger Than You Think

Somewhere between 80%-90% of the 1,000+ people I have sponsored over the years, tell me “I am not going to talk with my warm market.” Or things like “I’ve burned up my warm market.” “I’m a member of the NFL (No Friends Left).” Or “I won’t talk with my warm market until after I earn X number of dollars.” Of even “I’m better at talking with leads than my warm market.”

Yet, if I ask the people who say the things like above “Specifically WHO is your Warm Market?” – I have never had even 1 person accurately describe who their warm market is. It is much bigger than you think.

The following is who your Warm Market is. This is the strategy I use and have been using in my first 90 days, and I’m still not done. It is **FAST** and it is **FREE** too. In my first month, I personally signed up 28 people.

1. CELL PHONE CONTACTS

My first category of Warm Market is our cell phone contacts.

Everyone in your cell phone contacts can and should be contacted with either our Warm Market Script or one of the 3 Chicken List scripts (all found on [www.rejoicing247.com/viptraining #7](http://www.rejoicing247.com/viptraining#7)) **unless**

- a. They are under age 18
- b. They are in a Nursing Home, have Alheimers or Dementia
- c. They are your boss or supervisor on your job (not yet)
- d. They are in prison (let them finish their time, then contact)

2. EMAIL ADDRESS BOOK

I found many prospects in my email address book that were not in my cell phone contacts. Many of them I had their phone # too.

3. EMAIL FOLDERS

If you’re like me at all, you have saved emails into folders. Many people include their phone number at the bottom of emails.

4. **FACEBOOK FRIENDS**

I've found hundreds more prospects in my Facebook friends, that were not in my cell phone, nor in my email address book or folders.

If you do **not** have the phone number for one of your Warm Market people in ANY of the 4 categories above, here is what I do.

- A. Start a conversation with them. This is especially easy and productive on Facebook, and can be done outside of normal phone calling times.

"Hey firstname, I really liked your post about _____. Oh and I noticed that it looks like you're self-employed too. What kind of work do you do?"

- B. Some say, "I am not self-employed." You can reply with:

"Have you ever considered working an internet business to supplement your income?"

- C. Those who do reply that they are working any kind of work at home, MLM, Network Marketing, even an Online Scam, reply:

"Great. We need to talk. Here is my phone number xxx-xxx-xxxx and the best time to reach me is between the hours of _____ and _____. I do get a lot of calls, so like many people I filter my calls. What is your phone number, so I don't filter you out?"

Probably 2 out 3, sometimes 4 out of 5 **give me** their phone #. If they do not call me within 24 hours, **then I call them.**