

*This is an ongoing epidemic for most Offliners...How do i get business owners to jump on my Product or Service Solutions **TODAY***

*The Magic Bullet is Simple, You need to "**Think like a Business Owner...**"*

*You have the ability to build Personal Rapport or Business Rapport, almost everyone here works on Personal Rapport...**YOU WANT TO BUILD IS BUSINESS RAPPORT***

## **10 Magic Bullets for Building Business Rapport Fast...**

**1-** Make the best first impression possible - You only get one chance to make the very best first impression with any business owner or executive. This is a two part process on the first impression. What a biz owner hears, feels or sees during the first few seconds of the impression and the last few seconds... The beginning and the end are the 2 most important parts of the first impression. Remember you get one chance and one chance only, Don't screw it up.

**2-** Consistently Over Deliver in Expectations - Credibility will be the Anchor Point or Cornerstone for a Strong Business Relationship and Rapport.

**Say what you Mean, Mean what you Say, Do what you Say...**

It really becomes that simple...

**3-** Become an Always Appreciating Asset - Set yourself apart from everyone else the business owner does business with. Appreciate in value over time, make them want to spend time with you. No matter what new product or service you are bringing to the table you must always bring a Bigger and Better "**it and You**" Consistently work on your overall Business Knowledge. I have been preaching that for almost 3 years here in the forum, it's a tried and true practice.

**4-** Become Indispensable - Become someone with the skill set that cannot, i repeat, that cannot be replaced by your competition.

**5-** Make your self improvement or development Stand Out - Never become stagnant with your education or intellectuality. Good Business people are on the cutting edge all the time, you can work the the doers or the players, i prefer to work with the Rock Stars.

**6-** Be Positive and Upbeat - Business owners not only value but really appreciate a winning attitude with little to no exceptions for those that don't. In the long run they truly have learned to appreciate a positive enthusiastic winning attitude. Set the tone, and never let them see you down... .Be that Winner for them.

**7- Dress for Success** - I get so tired of hearing about this topic on the forum. I showed up in shorts or jeans or T-shirt and that's me. Folks, if you want to play in the big leagues you have to appear as a big league player. Go ahead and laugh, however, if you go into a business owner like that, and i have an appointment with him right behind yours, odds are, i will get the business. Bespoke suits, cuff links, pocket squares, Highly shined nice shoes, those are statements...

**CAUTION:** Don't take this the wrong way and think because you dress this way, business owners assume you're a success. Walk it like you Talk It.

**8- Learn the Business Owner Vocabulary** - Learn to expand your business vocabulary, speak in an articulate manner. Trust me, business owners understand a business owner vocabulary, it far outweighs someone calling on them to sell the next google places, or website over haul, or Sms campaign. **If You want big checks, learn to have a Big Business Vocabulary.**

**9- Become an Amazing Team Player** - There is no " I " in team. I can't tell you the number of times we deal with other outside agencies that are just Ignorant, they have no idea of the Team Playing Concept. At the end of the day, your business owners want team players and results. They want to feel like everyone around them has their best interest in mind.

**10- Listen with Strong Intent** - Learn to listen with Intent, understand not only what the business owner is saying, but learn to **HEAR: What's Not Being Said....** You have 2 ears for one reason, listen twice as much as you talk. Get good at asking probing questions. The better you listen, the easier it is to end up with a sale.

**BONUS # 11 Stop Closing...**Yes you heard me right, quit being so blatant about asking for the sale. Your goal here is to develop incredible business Rapport. If you learn to follow these steps, you won't have to Close the Sale. The Business will come too you. Contradictory Yes...Absolutely the Best Play...YES.

**If you can learn to Utilize these 11 Business Rapport Concepts, Techniques and Strategies you can and will Blow up your Offline Business TODAY!!!!**

If you appreciate this post, please take a minute and reply to the thread and if you really appreciate it, **Hit the Thanks Button...** Let's Turn this thread into something of Great Value for the Offline Forum.

Regards,  
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