



10 Communication Qualities

1. Be interested in the prospect.
2. Do not be distracted by anything.
3. Have a sincere, friendly facial expression.
4. Use the correct amount of assertiveness.
5. Communicate easily - no tension, strain, fakeness, sounding rehearsed, stuttering or hesitating.
6. Make sure your body doesn't distract the prospect.
7. Tell the truth.
8. Know what you're talking about.
9. Communicate at the prospect's level of understanding.
10. Have the intention of making the person's life better.

For more information please visit: <http://www.firstclassmlmtools.com/brillcomm>