

## Doyle Chambers' Questions, Concerns & Answers

**Question - "How many letters should we mail out?"**

**Answer -** We recommend a minimum of 30 letters a day, but if your budget allows for more, you can reach your goals quicker...The more you mail, the more prospects you'll have.

**Question - "What kind of response rate is the letter getting?"**

**Answer - THIS IS A NUMBERS GAME!**  
A typical rule of thumb is to look for a 2% response per 1000 letters mailed... BUT, you may experience 1% or even up to 6%. As long as you keep mailing letters on a consistent basis, you will acquire serious associates over time.

In other words, mailing out 2000 letters only ONE TIME will not yield the results you're looking for. Mailing 30 letters a day can bring in amazing results if done consistently.

Because this is a numbers game, I compare it to going fishing! Let's say you fish every once in a while when the mood strikes you. There will be days you catch some fish - and there will be days you come up empty.

BUT if you fish EVERY DAY for one year, YOU KNOW you will catch a heck of a lot of fish over the course of that year because you fished EVERY DAY. You were consistent in your efforts.

Some days you will catch some small ones, some days none at all - and some days you will catch the Big Ones! Now, the bigger fish are hard to catch because they've seen just about every lure (meaning opportunity).

The big fish are there, lurking just below the surface. You never know when the big

ones will strike! Folks, all it takes is one or two big fish in your group and your organization can take off like a raging wildfire!

**The Moral of the Story?**

*ALWAYS KEEP FISHING AND NEVER GIVE UP!*

**Question - "Where do we buy the leads for the letters?"**

**Answer -** On my download page, you'll find several sources that have been around for a long time. These leads are as good as any source you'll find. You can certainly use your own leads sources as well.

**Question - "Can we work this business on the Internet too?"**

**Answer -** Absolutely, you can have your own custom designed capture pages and websites, but again, do not use the Company name. You need to keep them more on the generic side. For instance, talk about the mailing system and how easy it is to tap into. Promoting an offer generically has always produced a greater response anyway due to people's curiosity.

**Question - "Can I promote with other methods besides websites and letters?"**

**Answer -** Yes you can...Magazine ads, Craigslist, Youtube, Social Networking, these are all places you can promote the opportunity. What makes this system so powerful is that you can promote online and offline.

The simple referral marketing system is attracting a lot of people because it's so easy to do. Place ads talking about the mailing system...get creative, just stay within the guidelines.

**Question - "Why do I have to make a monthly purchase of product each month for some Income Builders?"**

**Answer -** This is a business like any other and this is a cost of doing business. We offer a real and tangible product that is sold to the end user. The sale of these products is what produces the residual income that you can earn. No money is made in "any" business unless there is a product being sold.

**Question - "Can I trust that my prospects which come to your website will enroll directly under me using my company website Address and/or distributor ID number?"**

**Answer -** Yes you can. The only way for your prospect to enroll into this business is to visit the Website Address URL located at the bottom of your One-Page Letter or advertisement. They'll go online to the company website link found in Your Letter and enroll directly under you. In addition, they may need to enter Your Personal ID Number that is shown on YOUR LETTER OR ADVERTISEMENT.

This enrollment process is completely automated. After your prospect enrolls, you'll receive an email directly from the company notifying you with the name of your new distributor. It's just that simple!

I am a man of honesty and integrity. I have built huge downlines in the past and I wouldn't have had the success that I've had if I were doing any funny business.

It's in my best interest to see that each and every person that comes through my system from your marketing efforts will be directed to enroll directly under you. You are in my group - so it only makes sense that I want you to be successful. If you're successful, then I am successful.

**Question - "How soon can I start making real money?"**

**Answer -** Most people end up getting their first check around the 4th or 5th week. However, this is not a "typical" scenario like a brick and mortar business where you buy a product for a certain amount, then sell it for a profit. In that scenario - you can calculate your immediate profit and return on investment.

With this business, you are "playing the numbers". As you and everyone in your group works to enroll new people, your group will grow larger and so will your income too!

Your income will be residual income... which can continue for a long, long time. So your true return on investment with this business is incalculable...or too great to be determined!

**Concern - "I just don't have the time to do this business."**

**Answer -** Most people never have any free time because they're too busy working nine to five for someone else. You only need a few minutes each day to build your business. My marketing approach only takes a few moments each day...without interfering with your current employment or profession.

Simply mailing letters is ideal for people with a busy schedule. You decide how much time you want to put into the business and how fast you want to build it. With this business, you can change your life and end up having more free time to spend with your loved ones.

**Concern - "I just don't think I can sell."**

**Answer - Good!** This business is all about sharing a great opportunity with people

who want to increase their income. The top distributors in the companies are the "non-sales" types. Referral Marketing is about building relationships and helping people. See yourself as a Mailing Recruiter who will change the lives of the people who join your team.

The written message on the Letter creates intense interest and curiosity so people go to my website to get the free information.

My complete marketing system educates and trains people on how to easily do this business and gets them to call me. I answer the prospect's questions and lead them to sign up directly under you. With my duplicatable system, the tools do all of the selling, convincing, persuading and training for you.

**Concern - "I don't have the money to get started."**

**Answer -** If you do not have the spare money right now - that is *exactly why you need to join this business*. Get serious about your future and find a way to get the money to start this business. If a brand new Mercedes were offered to you right now for \$200, would you find the money somehow to buy it? Or would you let the Mercedes pass on by? Go and get the money because your own Network Marketing business could be infinitely worth more than a Mercedes.

This business is the proverbial "Goose that lays the golden egg"...every week it produces a growing residual income check! If you keep on doing what you've always been doing, you'll keep getting what you've always gotten. Is it enough? You can't afford not to join.

It's a fact that working nine to five for someone else will never give you financial freedom. If you ever want to achieve financial independence, you need to have your own business. We're talking about a

legitimate home-based business that has unlimited income potential paying you every week for life! Compared to what you'd spend on a business franchise, this business is the most affordable home-based business you'll ever find.

**Concern - "I know people who have dropped out of Network Marketing because they failed."**

**Answer -** I know people who have dropped out of high school, too. *Does that make high school a bad thing to do?* Success in this business depends on the person. Also, it is important to pick the right company that is easy enough for the average person to duplicate.

Keep in mind that this is unlike anything you've ever seen before. I have people in my organization who never made a dime with other network marketing companies before and now they're extremely successful with these Companies.

*Don't ever forget this...Pay Attention and Listen to ONLY people who have done it - someone who practices what they teach - and has become successful doing it!*

DO NOT listen to teachers, friends, relatives or neighbors unless they've done it and have achieved a level of success and lifestyle you wish to duplicate. It's really that simple. Those people who do not know the big solutions CANNOT supply you with the knowledge and strategies to succeed. *Doesn't that make sense?*

**Concern - "I just don't know anyone."**

**Answer -** Even if you don't know anyone, my duplicatable system will help you find and attract a steady flow of people to take a close look at this business. There are millions of people in this country who are searching for a way to make more money. Right? My Referral Marketing System gives

you an easy way to build a nationwide business.

This business will not go out of style and the market will not change or disappear. Every single year there are literally millions of new people throughout America who are dying to get their hands on what you will have to offer! You'll be giving these people something they want and desperately need!

The Referral Letter and my entire marketing system will do the work to convince many of your prospects to join. You only need to find a few committed people to be successful in this business. My tools will help you find them and get them to join.

**Question - "Is this simple to do?"**

**Answer -** YES! My duplicatable system is one of the main reasons why so many people are joining my team...the Letter and my marketing system makes this business simple for everyone.

My system manual trains you and everyone who joins your organization. There are no products to stock, no paperwork, no overhead, no employees, no risk, no big startup costs, and no headaches. It's the perfect home-based business.

Everyone can sponsor a few people, so the plan works for everyone. Don't make this too complicated or try to over analyze this business opportunity...it really is simple. Enjoy the products and sponsor a few people who would like to earn a high residual income. There is no downside to this business - it's a win-win situation. It does not get any easier than this!

**Question - "Do I have to sponsor a lot of people to be successful?"**

**Answer -** NO! If you sponsor just one person every month or two you will be very successful. This is important for you to

understand. Consider the awesome power of Network Marketing:

If you sponsor ONE PERSON A MONTH for the next 12 months...and, in turn...everyone in your organization sponsors one person per month, how many people will you have in your organization one year from now? The answer is astounding! OVER 2,000 PEOPLE!

*What if you have to do this system for one to three years to get your organization growing? Does it matter? I'm talking about one to three years of effort out of your whole life to create a residual income that keeps on paying you. Is it worth your effort? I wouldn't do it any other way.*

**Question - "What is so special about these Companies' Compensation Plans?"**

**Answer -** Typical MLM programs payout only about 2 to 5 percent...amounting to just a few dollars per person. It takes a small army of dedicated MLM participants just for you to be able to earn \$100.

*Income Builders are leveraged income programs. They pay FASTER and HIGHER commissions -- \$50, \$100 or more PER PERSON!*

**Question - "Are these Income Builders the best companies?"**

**Answer -** YES! Some of you will be bull-headed and overlook the fact that I have spent vast amounts of time and energy evaluating and finding the very best network marketing businesses in the market.

I have the seasoned experience, successful long track record, and a rigid criteria that I use to choose a winning business venture.

Most people do not have a clue for how to choose a great opportunity. And yet, some people would rather gamble on a dead horse or take the advice of a friend who earns less money than they do. I strongly believe that these are the best companies available today at producing fast money!

**Question - "Why should I join your team?"**

**Answer -** I have personally put together the best duplicatable system in the industry. If you've tried a similar business - there are important reasons why you probably failed.

It's because you didn't have a real sponsoring system designed by a 20 year marketing pro like me; or the people in your organization were not well trained like mine; or there was no effective sponsoring tool to use (like the tool I provide); or the expenses were too high, unlike mine where you simply mail out as few as 30 Letters a day to find and get all the people you need to build your business.

I will provide you with everything you'll need to achieve success with this business. My organization has the fastest growing downlines in these companies. I am dedicated to your success.

**Question - "How much money does it cost to get started?"**

**Answer - THE WONDERFUL PART OF THIS BUSINESS IS:** You can choose to join one or more Income Builder programs. These programs vary in cost and will fit virtually anyone's budget.

This means almost everyone can afford to get involved...and that will cause this business to grow fast for everyone!

**Concern - "Most people don't have the patience or persistence to stay active with the business until they make money."**

**Answer -** My system speeds up the process of learning and applying. The One-Page Letter attracts and draws in interested people quickly. My complete marketing system gets people to join fast, so people make money as fast as possible...and therefore stay active with the business.

**Concern - "Most people don't have enough money to promote a business in an effective way."**

**Answer -** Many business systems get you to purchase lots of videos, audio tapes and expensive printed material BEFORE you can start to market your business. Then everyone must keep on spending money on more sales materials...that's too expensive and too complicated.

The printed One-Page Letter is very inexpensive...only about \$40 per 1,000 from a mail order printer source I'll share with you. If you mail out 30 cards a day, 1000 letters will last you about 33 days. I'll also refer you to several sources to get mailing lists of opportunity buyers for around \$60 to \$80 per 1000. This business can fit almost anyone's budget.

**Question - "Are the products effective?"**

**Answer -** Yes, the products for each of the different Income Builder programs are effective. Each of the Income Builder programs have unique, and high-value products!

**Call me now. I'll simply answer your questions.**

**Most Sincerely,**

*Doyle Chambers*

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