

## What to Leave on Voicemail When She Doesn't Call Back

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What kind of message do you leave when you get someone's voicemail or answering machine??

Here is the Mindset to adopt: Leah Nelson believes that if her prospects do not call her back, they are frantically searching the house for her phone number so they can call her back ☺ They cannot find it and they are hoping against hope that she am going to call them back so they will be able to speak to her and schedule that appointment! ....So she must be cleaning her face at night and she thinks- "Oh I forgot to call her back!" or she gets in bed at night and thinks, "Oh man, I forgot to call her back and it's too late!" It's not that she doesn't mean to call me back, but she got busy (So when you leave a message, leave it with that mindset).

So if you miss her, say *"Girl, I don't know if you are in or out of the house today, but if you get this, try me back--. I'll either be on my cell (---)--- ---- or my house phone (---)--- ----. But I'm going to be on the telephone a lot. I'm so excited about something I'm doing and I can't wait to tell you. So if you miss me, or get my voicemail, tell me it's you and I'll call you back, but I will try back because I'll be on the phone.*

And the other thing I say is this:

If you've called somebody 2-3 times I just say... *"OK, I'm getting a complex, I'm thinking, like, I'm the 'Pink Stalker'. So call me back, so I'll get over myself because I know I'm really not the pink stalker. I'm just excited about your trying the product and getting your feed back. And at least you'll get me off your back"☺*

Don't always leave a message every time you call. I do the first time; not the middle time, but when I've tried 2-3 times, I do the 3<sup>rd</sup> time. What you don't do is call them 15 times because they will think you are the MK Stalker! That is why you need to work from a large list, be proactive every day or use a little email or hand written note in the mail: *"Tried to catch you 2-3 times girl! Looking forward to getting your feedback on the product. Here is a little of sample of \_\_\_\_\_ to tide you over. Thank you so much in advance for you time!"*  
(your name)