

# Leadership Skill Chart

by Tom 'Big Al' Schreiter

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	Skill	Recommended Reading/Listening	√
	<b>Step 1</b>	<b>Talk To People Commercially</b>	
1	The Four Secret Languages Of Prospects	<a href="http://bit.ly/secretlanguage">http://bit.ly/secretlanguage</a>	
2	How to do a "One-Minute Presentation"	<a href="http://www.bigalsoneminute.com">http://www.bigalsoneminute.com</a>	
3	"Ice Breakers" – how to make appointments	<a href="http://bit.ly/supersponsoring">http://bit.ly/supersponsoring</a>	
4	SuperClosing - the decision-making part of the brain	<a href="http://bit.ly/quicklybuild">http://bit.ly/quicklybuild</a>	
5	Needs vs. Wants	<a href="http://bit.ly/needsvswants">http://bit.ly/needsvswants</a>	
6	Word Pictures	<a href="http://bit.ly/wordpictures">http://bit.ly/wordpictures</a>	
7	Understanding the subconscious mind	<a href="http://www.bigalsmagicwords.com">http://www.bigalsmagicwords.com</a>	
8	How to talk directly to the subconscious	<a href="http://www.bigalsmagicwords.com">http://www.bigalsmagicwords.com</a>	
9	Commanding the prospects' brains to listen	<a href="http://www.bigalsmagicwords.com">http://www.bigalsmagicwords.com</a>	
10	Getting prospects to believe the good things you say	<a href="http://bit.ly/storiestohelp">http://bit.ly/storiestohelp</a>	
11	Magic Sequence of Words	<a href="http://www.bigalsmagicwords.com">http://www.bigalsmagicwords.com</a>	
12	First Sentences and Openers	<a href="http://bit.ly/supersponsoring">http://bit.ly/supersponsoring</a>	
13	Internal story techniques to bypass negativity and filters	<a href="http://bit.ly/supersponsoring">http://bit.ly/supersponsoring</a>	
14	Creating instant rapport	<a href="http://www.bigalsphonetips.com">http://www.bigalsphonetips.com</a>	
15	Sound bites	<a href="http://bit.ly/superacd">http://bit.ly/superacd</a>	
16	Presentations and public speaking mastery	<a href="http://bit.ly/superacd">http://bit.ly/superacd</a>	
17	"Inclusion" vs. "Exclusion" language	<a href="http://bit.ly/superacd">http://bit.ly/superacd</a>	
	<b>Step 2</b>	<b>Find Someone To Talk To</b>	
18	Power Marketing and Headline Skills	<a href="http://tinyurl.com/headlinecreatorpro">http://tinyurl.com/headlinecreatorpro</a>	
19	How to get local presold prospects	<a href="http://www.bigals103ways.com">http://www.bigals103ways.com</a> <a href="http://bit.ly/hotlocal">http://bit.ly/hotlocal</a>	
20	Internet Marketing: Social Networking for presold leads	<a href="http://www.bigals103ways.com">http://www.bigals103ways.com</a> <a href="http://bit.ly/hotlocal">http://bit.ly/hotlocal</a>	
	<b>Step 3</b>	<b>Take The Volunteers</b>	
21	Creating vision – bypassing the conscious	<a href="http://bit.ly/mlmsponsoringsecrets">http://bit.ly/mlmsponsoringsecrets</a>	
22	How to handle problems	<a href="http://bit.ly/mlmsponsoringsecrets">http://bit.ly/mlmsponsoringsecrets</a>	
23	How to locate leaders	<a href="http://bit.ly/bigalbooks">http://bit.ly/bigalbooks</a>	
24	What to teach to leaders	<a href="http://bit.ly/superacd">http://bit.ly/superacd</a>	
25	Leadership tests	<a href="http://bit.ly/bigalebooks">http://bit.ly/bigalebooks</a>	
	<b>Membership and Packages</b>		
	Membership in Big Al's Fortune Now	<a href="http://www.bigaltraining.com">http://www.bigaltraining.com</a>	
	Big Al's Fast Start For New Distributors	<a href="http://bit.ly/bigalsfaststart">http://bit.ly/bigalsfaststart</a>	
	Big Al's Giant Sponsor Fast Package	<a href="http://www.sponsorfastwithbigal.com">http://www.sponsorfastwithbigal.com</a>	
	Complete List of Big Al CD's and Books	<a href="http://www.BigAlSkills.com">http://www.BigAlSkills.com</a>	