

Shaking Hands on the Internet

by Max Steingart

People are reaching out all over the Internet and virtually connecting online with other people and they're using Instant Messaging to do it. In fact, it's just like shaking hands with someone.

Instant Messaging allows you to have immediate, one-on-one, private conversations in real time with other people that are online at the same time you are. You can have an Instant Message conversation with someone that lives across town, across the country or across the ocean.

There's no such thing as long distance when you're online. The Internet is your online super highway that connects you to people everywhere in the world and Instant Messaging is your vehicle to talk to them. You can talk about the weather, about your favorite sport, or about your company's products, goods or services.

Instant Messaging truly adds High Tech - High Touch to network marketing.

In any network marketing enterprise, your success is going to be based on the number of people you can talk to about your business. Your success will also be determined by the relationships you have with them.

Instant Messaging gives you an advantage in building your home based business, because it gives you easy access to people. People that you would have never had access to otherwise.

The NEW Three Foot Rule in network marketing is, "When you're sitting in front of your computer, you're within three feet of the entire online world." That means you have direct access to millions of people, when you know where to find them and how to use Instant Messaging.

A few of the Internet communities that offer Instant Messaging to their members are: AOL, EarthLink, ICQ, Juno, MSN, Net Zero and Yahoo.

Finding new friends, customers and business prospects in these Internet communities is as easy as picking out the Green M&M's from a bowl of candy. Two Internet communities that offer FREE access to other people are Yahoo and ICQ.

AOL, EarthLink, Juno, MSN, and Net Zero are Internet communities as well as Internet Service Providers (ISP's) and they'll charge you to use them. For example, you can become an AOL Member for as little as \$14 per month using AOL's Bring Your Own Access plan. (BYOA) You don't have to use AOL as your ISP to be a member and you'll have convenient, direct and easy access to their 38 million members.

You'd eagerly pay monthly membership dues to join the Chamber of Commerce, your local gym, a health club, a yacht club, a golf club or a country club; because you wanted to mix and mingle with the kinds of people you'd like to be telling about your business.

You'll accomplish the same goal on a much larger scale and for much less money by joining various Internet communities that use Instant Messaging. You'll find that millions of people are waiting for you to contact them once you're online.

Six years ago, everyone starting a home based business was told that they needed a fax machine if they wanted to be successful. Today, and for many years to come, the Computer will be the equipment of choice for every home based business owner.

Any time it's convenient for you, you can sit down at your computer, find someone that is online at the same time you are, and begin an Instant Message conversation. You can find people online to invite to watch your online presentation.

Instant Messaging and the Internet give you direct access to millions of people everywhere. You can use Instant Messaging to invite someone to your next company event. For that matter, why not invite five or six people?

The Internet can be your warm market when you learn where the best people are and how to use Instant Messaging to contact them. Shaking Hands on the Internet is as easy as typing into an Instant Message, "Hello, My name is Jennifer. It's nice to meet you. I'm a teacher, what do you do?"

This is an example so it may not work out just like the example below.

You- Hello, I was just passing through and wanted to ask you a question

Them- Ok, what's the question?

You- Have you ever wanted to make money online? If I were to show you a way that is free and easy would you take a short look at it?

Them- I can do that

You- Great, by the way, it is listed with the BBB so it's not one of those online scams, go to www.movie.ws/xxxxxx/show