

# ***A Max Steingart Special Report***

## **Instant Messaging Case Studies Volume 9**

**In this lesson, you'll learn how to avoid any inappropriate questions and focus on a person's occupation and work history.**

**Prospecting online can be a mine field at times. Speak to the wrong person without pre-screening or without knowing what to look for in their initial greetings and you'll be stuck in a no-win situation trying to squirm your way out. This is what happened in this case study and will eventually happen to you if you're not careful.**

**This series is designed to help you understand the process of Instant Messaging and how it can help you to network, prospect and close at an accelerated pace. What follows are real life examples of my students in action on the Internet. I critique, analyze and advise every step of the way (see my comments in *red* throughout).**

**After reading through this report you may get an urge to continue your training and up-grade your prospecting methods. That's normal. My methods for using Instant Messages to expand and grow your business are proven to work.**

**To aggressively grow your business, just enroll in my next Prospecting Mastery course by [clicking here](#).**

**Or, to take a smaller step, just pick up a copy of my Internet Power Pack by [clicking here](#).**

**Carpe Diem – Seize the Day!**

**Warmest Regards,**

**Max Steingart  
The Internet Matchmaker**

# How to Avoid Inappropriate Conversations While Prospecting Online

Dear Max, The following is fairly typical of the IM conversations I've been having. Even though my profile lists me as mother of grown sons, I keep getting contacted by much younger men looking for a relationship. In several instances, I feel I might be able to move the talk along to a better footing, but I could use some guidance. Any thoughts? This fellow was particularly single minded. Am I wasting my time?  
Thanks for your thoughts Chenda

**Posted Profile in the Member Directory for: [DBG1999](#)**

Member Name: Dave  
Location: SW burbs of Chicago  
Sex: Male  
Marital Status: Single  
Hobbies: Working out w/weights and running  
Computers: Power Mac  
Occupation: Medical

**DBG1999:** Hi :) *(he found your profile in the Member Directory and he's using the simplest of approaches, "hi," he doesn't have a personal quote so you'll have to learn about who he really is and what his online agenda is by asking questions)*

**TeacherAndMentor:** Hi Dave. Just got back to Pa. from Chicago. Which burb are you in? *(You're being too talkative to someone you know very little about, you've obviously looked at his profile so you know his name and location, but why not take this approach and comment on his occupation instead of his location, "Hello, I see we're in the same city, what do you do in the medical field?" You can talk to people about anything they put down in their profile, you started immediately in on his location when you could move the conversation immediately to his occupation and save yourself some time)*

**DBG1999:** Darien. :)

**TeacherAndMentor:** Don't know that one. I was in Oak Park.

I'm 58. You? *(again you move this conversation down a road talking about 'location' when you could be talking about topics that will tell you if he's a proper prospect for your business, you're also doing all the typing/talking here, count up the number of words you've typed so far and the number of words he has, you've typed "24" words to his "2" )*

**DBG1999:** Near Westmont and Downers Grove.

**DBG1999:** 33 and single here. *(he's real talkative here but you don't know his online agenda, testosterone flows online and you have no idea why he's approached you, talking about your age and location should take place after you get people talking about their occupation, make that's the first thing you discuss)*

**TeacherAndMentor:** What do you do in the medical field? *(you could have asked this question 2 IM's ago and saved your typing fingers, but at least you're asking it now)*

**DBG1999:** I'm a CT tech

**TeacherAndMentor:** Do you like it? Is that what you trained for? You must meet lots of people. *(You're a regular Chatty Kathy on here but you're missing the boat, I'd have played dumb and asked, "What's a CT Tech?" After his explanation of what it is, I'd have asked, "How long have you been doing it?" "What made you decide to pursue that kind of work?" "What did you do before you got into this field?" but give him time to answer each question before you ask another)*

**DBG1999:** it's OK :) *(his short answer to the three questions you've just asked is an indication that he doesn't want to talk about his business, this is called a 'CLUE' and his next comments to you will indicate his true online agenda)*

**DBG1999:** 6"3," 195, blonde/blue here, ...u? *(WARNING: when someone starts to describe themselves in this manner it's a RED FLAG, he's getting real personal here and it's going down a road you don't want to go, you must either move this conversation back to other parts of his personal life, or you're wasting your time)*

**TeacherAndMentor:** 5'5", 140, brown eyes and blonde hair going white. *(BAD MOVE, you want to respond to the other persons comments but not to these, when you respond to someone's comments you can also ask a question on another topic that is business related to change the subject in the same Instant Message, I'd have said "I'm old enough to be your mother or mentor LOL, it's not appropriate nor do I feel comfortable describing myself," and then I'd say to move the conversation back to the direction I want it to go and talk about his career, "Your answer to my question about your career being 'OK" seemed kind of weak. Do you like what you do or would you prefer to be doing something else?" All of these comments would have gone into the same Instant Message, I'd also have responded to his last comments to you about his work in an effort to keep the conversation focused on that topic)*

**DBG1999:** Have a pic to trade? *(RED FLAG, his online agenda is suspect, he's giving you all the signs of a man with flowing testosterone)*

**TeacherAndMentor:** nope *(BAD MOVE, when you answer someone's question you can then ask one of your own, I'd have said, "I don't know you well enough to exchange pictures. Tell me more about you. Why did you get into medicine? )*

**DBG1999:** :( *(Poor baby, he's not happy with your answer and you're wasting your time with this puppy)*

**DBG1999:** What do men say of your looks? :) Look like anyone famous at all? *(Sheesh. give me a break, this guy is persistent but has no class and has a definite one track mind, he's going to be a great prospect for my next book, Relationships Online: How to find your next significant other, he really needs help, you need to keep focused on talking about careers and business and not fall into the conversational trap he's setting for you, After you answer someones question you have the chance to ask a question of your own, and it's a perfect time to CHANGE THE SUBJECT, if the other person continues to move back to their own line of conversation..... you need to move on)*

**TeacherAndMentor:** Haven;t learned that technology yet. I've been online for about three years, but only joined AOL a couple of weeks ago. *(you're talking about you and you should be asking him questions to learn about him)*

TeacherAndMentor: I'm attractive, have a great smile -- and I'm not looking for a relationship -- just good friendships online and in life! *(BAD, BAD, BAD, you're feeding the fire with your comments but I think you're getting the idea from my earlier comments, you are totally wasting your time, if this is a sample of the conversations you're having, you're in Deep trouble, but once you make some simple adjustments you'll become a conversational master)*

DBG1999: I love a great smile. :)

DBG1999: Do you date younger men? *(someone get me a fire hose to cool this puppy down, he needs to be talking to someone else on here and not you)*

TeacherAndMentor: A smile can light up a room. My ex was younger, but Dave, you're the age of my middle son. *(you're wasting your time)*

DBG1999: how old was your ex?

TeacherAndMentor: He's 8 years younger.

TeacherAndMentor: Tell me more about what you like to do *(this is a dangerous question to be asking a man with flowing testosterone, I'd have told him "brb phone call" my phone would have been ringing 6 lines ago and I'd bail on this guy)*

DBG1999: How long do you stay in Chicago?

TeacherAndMentor: I come two or three times a year for business and to visit a close friend. I'm considering coming at the end of the month again on business

DBG1999: cool :)

TeacherAndMentor: So what's the best thing about your job, and the thing you like the least? :) and :( *(good try but it's too little too late, a clue for future conversations - ask these questions one at a time, "what's the best thing you like about your job?" wait for them to answer you and then ask " what do you like least about what you do?")*

DBG1999: It pays OK,...but too routine.

DBG1999: More about me? Like what? That I'm in great shape,...good-looking, ...and a great kisser? LOL *(Self promotion on line seems to be an acceptable thing, I wonder if his kissing partners share his enthusiasm for his kissing expertise, but I don't suggest going there, he's got a different online agenda than you do)*

TeacherAndMentor: Pay is nice, but I understand about routine. Do you like to be challenged to try new things? *(challenged to try new things? what kind of new things? I think he'd have a different idea of something new than you have in mind, this is a dangerous comment to make to anyone with a testosterone overload, REMEMBER: you must choose your words carefully as they can have multiple meanings to other people)*

You sound like someone who would be fun to get to know (as a friend!). Obviously you care about how you look and keeping yourself healthy. *(you're wasting your time)*

DBG1999: Friends can kiss tho, ...right? <grin> *(sheesh)*

TeacherAndMentor: lol Sure. *(you're wasting your time)*

DBG1999: <grinning> :)))

DBG1999: I can always use a friend. :)

TeacherAndMentor: Can't we all. You've got me laughing, which is another important thing *(you're wasting your time and typing entirely too much)*

DBG1999: What do guys compliment you on? :)

TeacherAndMentor: Oh my. You're not going to give this up, are you? Understand that

my scene is different from yours, and my circle of friends very different since my divorce. People have always found me attractive. I'm honest, fun to be with, intelligent, have a wide variety of interests. And I don't have time for small-mindedness of any kind. What do you find important in the people you call friends? *(you're wasting your time, no wonder you're not having success, you've typed all these words and wasted your time, you need to be more selective about who you talk to and about what you talk about)*

**DBG1999:** Good sense of humor, ....easygoing, ....and a good kisser. :) *(give me a break)*

TeacherAndMentor: lol *(WHY LOL, don't encourage the guy)*

**DBG1999:** Is that good? :)

TeacherAndMentor: I'm laughing at your tenacity. Let's hope you don't practice your good kissing on the job! :)

**DBG1999:** <grin> :)

**DBG1999:** Are you a good kisser?

TeacherAndMentor: Not relevant here, Dave.

I have to go in a few minutes. Shall I put you on my buddy list? I'd enjoy chatting again -- as long as we're on the same page. *(why would you want to put this fellow on your buddy list? you need to be more selective about who you talk to)*

**DBG1999:** OK, ...put me on your list :)

TeacherAndMentor: You've got mail

**DBG1999:** brb :)

TeacherAndMentor: I'm too new at this. What's brb?

**DBG1999:** be right back

TeacherAndMentor: Got to run. They've just come to clean my chimney. Then I can have cozy fires in the evening.

Talk to you again soon. Have a great day.

**DBG1999:** bye :)

This came later this afternoon!

**DBG1999:** Hi Sexy :) *(he sure doesn't give up and you should just ignore all further comments from him, and take him off your list)*

TeacherAndMentor: Hi Dave. I have some emails I have to write. I'll catch you later if you're still online

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Responses from other students:

Hi Max, Just finished reading the latest critique and identify greatly with the flow of conversation. I've had similar exchanges and think my age and the era I grew up in leaves me totally unprepared for the type of brazen responses seen today. Wonder if this lady doesn't agree? We were taught that it's rude (at least here in the South) not to respond to another's question (regardless?) so we LOL when in fact would like to be rude. Thanks for giving us direction in avoiding these situations. I had just about given up on using the IM's for my business just to avoid encounters like these, but now think it's worth another attempt.

Also, thanks for the daily motivational messages. They have been So--oo on target. Really inspiring and greatly appreciated. Thanks again Max and have another Great Day!  
Shirley

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Boy oh boy did this one hit home I have not had very many conversations -- but I have had a couple similar to this - Thanks for sending this out. Good clues and points. Clara

## **Seven vital business questions to ask yourself:**

There are seven vital questions you need to ask yourself if you're seriously interested in being successful in your business.

**Question #1: How many new clients and customers have signed up in your business so far this month?**

**Question #2: How many new clients and customers do you expect to add to your business by the end of the month?**

**Question #3: How many prospects do you have in your sales pipeline that may get into your business before the end of the month?**

**Question #4: Are you going to close out the month with higher numbers than you did last year?**

**Question #5: How much money have you spent this month on advertising, lead sources prospect acquisition and is it working for you?**

**Question #6: How much money have you spent since this year on advertising, lead sources and prospect acquisition and has that money gotten you the results you were hoping for?**

**Question #7: Are you going to take the necessary steps to insure your business success by taking my next Prospecting Mastery Class!**

To enroll go to: [www.successway.com/mastery](http://www.successway.com/mastery)

**While I can't answer Questions 1 through 6 for you, I'll give you three clues to help you find the right answer to Question #7.**

- 1. Jim Rohn, America's Foremost Business Philosopher says, "In order for things to change, you have to change."**
- 2. Denis Waitley, the poet laureate of modern-day philosophers, wrote, "Unless you join the generation of the future, you will be relegated to living in the past. Unless you're comfortable with the information superhighway, you'll be road kill on it."**
- 3. Jim Rhoades said, "I've done more business during the first four weeks of Max's Prospecting Mastery Course than I did in the last four years. I wish I had known about him three years ago. I would have saved the thousands of dollars I spent on other marketing systems."**

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You can be successful in your business if you're willing to make a few slight changes and take a different direction where you can measure your forward progress every day.

To register for the next Prospecting Mastery Class,  
go to: [www.successway.com/mastery](http://www.successway.com/mastery)