

UnGhosted!

11 REASONS PEOPLE GHOST YOU

1. They're actually busy
2. They're just not interested
3. They don't want to break the silence and engage
4. They don't want to make a decision, and you represent needing to be ready to make one
5. They're confused about who you are or what you're offering
6. They've already decided against using you and just ignore you
7. They're on vacation
8. They lost their phone
9. They got a new phone or number and don't recognize your number
10. It can also be simply unintentional, like they keep forgetting to answer
11. They're embarrassed that they haven't answered you yet, and it's easier to just keep doing that

9 TACTICS TO BREAK THEIR SILENCE

1. Use informal and/or casual speech
2. Use humor (keep it clean 😊)
3. Be persistent (simple message repeated in different ways)
4. Use repetition (simple message repeated in the same way)
5. Use a little guilt (implied or explicit, easy on the explicit)
6. Use a foreign language (just for greeting or closing)
7. Name their feeling (annoyed, disinterested, confused, etc.)
8. "Get Real" approach (ex. I don't like talking to sales people either...)
9. Carry on the convo without them (ask a question, answer your own question)