

Business Questions

Some things to keep in mind...

Be yourself! Have a conversation, human to human.

Your job in any business conversation is to dig up a pain point for them.

What about an additional income of any kind is interesting to them right now?

What is it about their current income that just isn't make ends meet right now?

If you have a customer who has had any results on our products, you can ask them something simple like this:

1. Are you open to posting something on Facebook/IG about your results on this? I bet you have people in your network who would love to jump on board with you! (then, show them the money! How much would they earn when they hit consultant)

If you are looking to have a more in depth conversation with someone that YOU are approaching OR someone who approached you about the business specifically:

(if you're reaching out to THEM)...Explain why. What about that specific person made you think they would be a good fit for this opportunity, or why they would enjoy it. "So I reached out because.."

1. What do you do for a living?
2. Do you enjoy it?
3. What do you like about it? What would you change about it if you could?
4. What's missing for you right now that you feel like you need additional income?

More vision casting questions:

- Dream with me for a second...what does your ideal life look like?
- Take your job and current circumstances out of it. If you could design your life, what would it look like?
- Where would you live?
- What would you do every day when you woke up?
- Where would you travel to? (This is where you can't let them play small. A lot of times they will tie in their job or current circumstances. Don't let them. Make them get crystal clear on their IDEAL life.)
- What would that feel like?
- Is what you're currently doing ever going to create that life for you?
- Are you ok with that?
- I don't know if this would be for you or not, but what I do know is that it can without a doubt create that life for you. Are you open to learning about it?

- If this ends up being something you're interested in running with, how much time on a weekly basis would you be willing to invest on creating the life you just described to me?
- I'm going to direct you to some videos that will explain what this is all about. Also, I'm going to connect you with a few people on my business team that were in your same situation that have created what you're looking for, it would be great for you to hear their stories.