

First things First...

How do I get someone to ask me “What Is It ? “

Before you can start talking about your opportunity you have to establish that a person wants to KNOW about it...

We don't start a conversation with “HEY, You'd be GREAT at what I do !” Unless we want to SCARE PEOPLE .

So before you go off HALF-COCKED and start running off at the mouth about the GREAT “THING” you just signed up into...THINK ! and RELAX

Be OPEN and FRIENDLY...AND SMILE ...it makes people wonder what you've been “UP TO”!

Start conversation by ASKING a QUESTION...and continue asking questions and *showing interest* (absorbing what they're telling you as you progress)...until you feel they've told you what you want to hear.

You are listening for REASONS WHY this Business would be a GOOD FIT for them... IT'S ALL ABOUT THEM !!!

You may not get to all of the questions...this is NOT an Inquisition...you just want to have them share their thoughts and “empty their bucket” ...People LOVE to talk about themselves, and you will gain their TRUST as they continue.

SHOW INTEREST and go with the flow...eventually they will be ready to ask YOU “What do YOU DO ?

This process may take several conversations...Build the relationship...Build Rapport...Build TRUST !

People don't CARE how much you know...until they know how much you CARE !

Using the FORM Method:

F: Family

- Do you have a family ?
- How many children do you have ? What are their ages ?
- Are you married ? What does your Husband/Wife DO ?

O: Occupation

- What do you DO ? (income production) Have them tell you more about whatever they do.
- How long have you been doing _____
- You must really LIKE that...Shhhhh...wait for their response and take mental notes
- What do you like MOST about what you do ?
- What do you like LEAST ?

R: Recreation

- What kinds of things do you like to do
 - Do they belong to Clubs, Organizations, Networking Groups
 - Do you have TIME to enjoy that ?

M: Money

- If Money was not an issue...what would you be doing today ?
- Would an extra \$300.00 a month / week help you with that situation ?

Once you're comfortable with enough information about them and what THEY NEED you can begin to formulate your approach to the Business...based on what they've told you.

- I remember you mentioning that you wish you could spend more time with _____
 - Is that still the case ?
- You mentioned that you hated the commute to the office every day...
 - If I could show you a way to solve that problem would you be interested in learning HOW ?
- You mentioned that you were really suffering with migraine headaches...
 - Have you ever looked into natural supplements as a way to solve that problem ?
 - Would you be interested in a natural approach to get those headaches under control ?
- Are you the kind of person that keeps their “OPTIONS OPEN” when it comes to making money ?

Make the Appointment !