

Words to Connect:

- What do you do as a career right now?
- What are the ages of your children?
- How often do you get to travel?
- How often have you thought about doing something like this?
- How can you see a business like this working into your life?
- I'm looking to expand my business, is there anyone you know of looking to earn some extra income?
- I'm looking for a few dynamic people to mentor who want to start a business, do you know of anyone who might be interested?



Words to Reconnect:

- What sparked your interest about the company?
- What caught your eye about the opportunity?
- What do you and your family need most in your life right now?
- What questions do you have about the information?
- How can you see a business like this fitting into your life?
- How much extra income would you like to earn monthly?
- How many hours a week would you be able to invest in building your business?

Invite Objections:

- We've covered a lot, how are you feeling about what we've talked about so far?
- What other fears, concerns or questions do you have about the business?
- Other than ___, what else would hold you back from getting started today?
- If we could work around ___, what else would hold you back from getting started?

(Use handling common objection sheet for more tips)



Guide to Decision:

- When would you like to receive your first check?
 - It sounds like this may be a good fit for you, which kit would you like to start your business with?
 - If you are ready and have a few minutes, we can take the next step together and get you enrolled, how does that sound to you?
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- (If unsure) I would be happy to give you an extra day to think about it and we can talk again tomorrow, what time works for you?
 - (If unsure) I have an event/meeting this month, I would love to have you as my guest to see if this is something that may be a further fit for you, how does that sound?

