

Questions to uncover "Financial Dissatisfactions"

1. "Are you satisfied with the amount of money you're earning at this time?"
2. "Do you worry that when you retire, you'll not have the kind of income you'll need to have the lifestyle you're now enjoying?"
3. "Are you currently being paid what you're worth?"
4. "Do you have a program in place that will provide your children with the money you will need to send them to college?"

Questions To Ask Prospect – Selling By Attraction

1. "Mr. and Ms. _____, what was it about the ad you saw that attracted your attention?"
2. "My program may or may not be for you. May I ask you some questions to see if we can benefit each other?"
3. "What are the disadvantages of the kind of work you're doing now?"
4. "What would your life be like if my program could provide you and your family with all of the money and free time you would ever want?"

Questions to Attract Prospects To You & Your Company:

1. "It would be helpful if I could understand more about your situation. Before I show you my program, may I ask you a few questions?"
2. "You mentioned that you had a bad experience in network marketing a few years ago, why are you looking at network marketing now?"
3. "What would be the single greatest benefit for you and your family if you could earn a good living working out of your home?"
4. "You say you're not interested in network marketing... may I ask why?"

Questions to Probe on Your Prospect's Needs:

1. "What are the three most important things you're looking for in a home based business? And, can you prioritize them?"
2. "What are you willing to give up to make your network marketing business successful?"
3. "If you were to teach your group to have fun with network marketing, what would you say?"
4. "What's holding you back from achieving the goals that you've set for yourself?"
5. "What are the ways you and your family might benefit if you had a successful business working from home?"

6. "If I can show you tonight the perfect business for you, are you ready to go forward?"
 7. "Do you worry that one day you'll wake up and realize that you did not properly prepare for your retirement?"
 8. "What are the disadvantages of not being able to spend more time with your children?"
 9. "Would it be important for you to be able to solve these problems?"
 10. "If money and time were not an issue for you, what would be your life purpose?"
 11. "Are you open to a completely different way of looking at your life?"
 12. "What is your vision for yourself and others around you?"
 13. "What is standing in the way of you having the financial freedom to do the things you want for you and your family?"
 14. "What is your life purpose?"
 15. "What are the road blocks that are holding you back?"
 16. "How can I help you break through your barriers?"
 17. As your leader and coach, how do you want me to respond when you're stuck?"
 18. "If I can show you a way that you can spend more time with your children and earn as much money as you do now, would you have any interest?"
 19. "Suppose you discovered a way to have your own business at a fraction of what most businesses cost, would you find that attractive?"
 20. "Would you be able to set aside ten to fifteen hours a week to devote to a home-based business if you felt it would provide you with a significant retirement income?"
-

Questions to Prospect Business needs:

1. "What is the single greatest reason you are looking to have a business you can operate from home?"
2. "What would your life be like if you were earning all of the money you wanted and had all of the free time you wanted with your family?"
3. "Suppose I can show you a business that will meet all of your needs and you felt totally comfortable with it, what will you do?"
4. "You say you want to fire your boss and have your own business. Could you say more about that?"
5. "What is your greatest frustration concerning the kind of work you're doing now?"

6. "What will the long-range consequences be if you continue to live your life the way you're living now?"
 7. Are you ready to take action if the right situation presents itself?"
-

Joseph Liew
smartweb