

QUALIFYING QUESTIONS

1. Identify the problem. This is done through fact finding in small talk and rapport building.
2. Ask these qualifying questions before you even start pitching your product or business opportunity:
 1. How serious are you about changing the quality of your life (health etc)?
 2. How much time are you willing to put in to reach your goals?
 3. If I could wave a realistic magic wand where would you like to be in 12 months from now in your life/ health?
 4. What would that do for you? (cast the vision)
 5. What income would change the quality of your life?
 6. What would that do for you?(more vision casting)
 7. If I could show you away of having that would you want to hear about it? (permission based selling)
3. After prequalifying your prospect you can show your opportunity/product to them but only after they agree.
4. Test Closing Questions:
 1. Can you see how this helps you achieve xyz?
 2. Do you have enough information to get started?
 3. Are you ready to get started?
 4. If you were getting started which type of credit card will you be putting that on?