

## List of Questions to ask Prospects on a Conference Call,

### 1 on 1 or 2 on 1 Appointment

Build Rapport: (You do not have to ask them all – pick a few)

- So how do you (prospect) and (distributor that got you on the call) know each other?
- Are you married? Do you have kids?
- Have you always lived here in Seattle?
- What do you do for a living? How long have you been doing that? Do you enjoy it?
- If you could be doing whatever you wanted what would it be?
- Was there something that \_\_\_\_\_ shared with you that really sparked your interest?

### Questions for people interested in the 24 Day Challenge/Products

- What are your health and wellness goals? How is your energy level?
- Do you exercise?
- What is your nutrition like? Tell me what you ate today?
- Are you on any medications?
- Are you regular every day?

### Questions for people interested in the Business Opportunity

- What amount of money monthly would really make a measurable impact on you and your family?
- What would you do with that money?
- If time is what they want – if you have the time what would you do with it?
- If you made a \$1000 in Sept what would you do with that money? If you made a \$1000 in Oct what would you do with that money? If you made a \$1000 in Nov what would you do with that money?

**By asking these questions you then can give them a solution – whether it is products or how to earn income.**

**THEN..... Ask what do you think do you want to get started?**

**Be quiet do not say a word (the power of pause) and wait for them to answer...**