

Name: _____

Date: _____

CHECKLIST:

CONCERNS

(key words)

DESIRES

(key words)

<p>INTRO: Greeting Dining Table Time/Easy Exit Handle Distractions (if any) Brief Description (no selling)</p>		
<p>MOTIVATION QUESTION "What motivated you to"?</p>		
<p>TAKE AWAY "This may or may not be for you ..."</p>		
<p>PERMISSION "May I ask you some questions ..."</p>		
<p>PROBING Stage: You said... Can you tell me more about... How important is that to you? (etc.)</p>		
<p>PROBLEM Stage: Are you completely satisfied...? What did you mean by? Tell me more about...? Why do you say that? What else should I know about...? How do you feel about...? What are the disadvantages of...? Are you worried about...? What is your greatest frustration ...? What will the results be if...? What will be the impact of ...? (Identify 2 or 3 major areas of concern)</p>		
<p>SOLUTION Stage: Would it be important to you ...? What would that look like to you? If this program could meet...? What other benefits do you see? Suppose you had ____, would that...? Would ____ be the most important benefit? Are there any other ways this ...?</p>		
<p>CUSTOMIZED BQQ "You said If I could , would you? (if start up cost hasn't been covered up till this point, you may want to qualify on that in the BQQ.)</p>		
<p>DEMONSTRATION Stage: (benefit oriented) With your permission, I'll show the program..... * Company Credibility * Products/Services * Explain MLM and how they earn \$\$ * Support System * Start-Up Options</p>		
<p>COMMITMENT Stage: To summarize, you told me... I showed you..... Do you have any questions? (answer all now!) Do you see how you will benefit by... May I make a suggestion? Let's (set up training, call in your order, choose your starter pack, get your cc info, fill out the paperwork, etc.</p>		
<p>Close Before we get started, I need just</p>		