

Qualifying Questions

By [Casey Plouffe](#) on Sunday, July 27, 2014 at 6:28pm

Questions to use after someone has watched the video: Make sure they have gone to www.becauseyoucanhaveitall.com and watched the video that pertains to their why.

- 1) What did you like about what you saw?
- 2) Are you more interested in the health solutions, the wealth solutions, or both?
- 3) Great! Tell me what you want to create for yourself? (This is about finding out their why)
- 4) On a scale of 1-10 how serious are you about _____ (repeat their why)?

If they are a 8, 9 or 10 (note: if they are not an 8, 9 or 10 they are not serious and it would be best for you to let them know you only work with people who are serious. Let them know you would love to help them when they are ready and let them go.)

- 1) Great! I only work with people who are serious. I am committed to your success and setting you up to win and if you are not serious then you won't follow through on your goal - do you agree?
- 2) Tell me again why you want this? (Usually they will go deeper into their why this time)
- 3) Great! I have definitely seen people achieve those goals here. So, do you have enough information to get started today?

They will say yes OR they will ask you a question. When they ask you a question, you will say, That is a great question, I am going to call my mentor, she has helped so many people and she will be able to answer all your questions, hang on.

You then dial your mentor and connect the calls together

You introduce your mentor:

This is _____

She loves to help people get healthy and make money

She is very successful and what I love most about her is _____ (something personal)

You introduce your mentor to your prospect:

_____ (mentor name) this is _____ (prospect name)

What I love about _____ (prospect) is _____ (say something you like about that person)

He/She watched the _____ videos

He/she is really excited about _____ (their why)

_____ (prospect name) has a couple questions that I know you can answer better than me

_____ (mentor name) meet _____ (prospect name)

Then you sit back and listen and take notes. You will be learning while you listen.

Do not talk while the mentor is speaking to your prospect - that could make the prospect feel overwhelmed.

When the mentor is done speaking they will ask you if you wanted them to cover anything else.