

Know Your Person's Need

Use qualifying questions to address people's needs.

If someone complains about having *no energy, health issues* or *no money* ask them one of the qualifying questions below.

Generic Qualifying Questions

Q: If I could show you a way to have more energy would you be interested?

Q: If I could show you a way to earn some extra money would you be interested?

Specific Qualifying Questions

HEALTH

Leading Statement: It must be hard to live with pain on a daily basis.

Q: If I could show you a way to relieve your arthritis pain would you be interested?

Q: If I could show you a way to relieve your migraine headaches would you be interested?

Q: If I showed you a healthy alternative to ibuprofen would you be interested?

MONEY

Leading Statement (Create the pain and then give them a solution.): With the economy the way it is many people are looking for ways to supplement their income.

Q: If I could show you a way to make some extra money to pay off your debt would you be interested?

Q: If I could show you a way to earn extra money for retirement would you be interested?

Q: If I could show you a way to earn extra money for your children's college fund would you be interested?