

4 QUESTION CLOSE

The four closing questions should be used after your prospect has reviewed information on the Seacret business at the end of a Business Overview, WOW Party, Sit Down Presentation, etc. in order to help them make a decision to join your team!

QUESTION #1

Agent: “Based on everything you’ve seen, if you were to start part-time, how much income would you need to earn per month to make this business worth your time?”

Prospect: “I’d need at least \$1,000 a month.”

QUESTION #2

Agent: “How many hours per week could you realistically give the business to develop that income?”

Prospect: “I could put in 10 to 15 hours a week.”

QUESTION #3

Agent: “How many months would you be willing to give the business to reach that income level?”

Prospect: “I would be willing to give it five or six months.”

QUESTION #4

Agent: “If I could show you how to develop a \$1,000 monthly income working about 10 hours per week for five to six months, would there be anything else you would need to know before you join the team?”

Prospect: “If you could show me that, I would be ready to get started.”

These four questions are effective. Practice them! The more you use these questions ... the more comfortable they will become for you. These four simple questions will increase your closing average and will help you create massive success for your Seacret business!