HIGH YIELDING QUESTIONS

The following questions can be used in a myriad of ways. To qualify a prospect for your business, to reconnect with a distributor in your down line who has lost momentum, or if you are reviewing a PEProfile.

Cold prospect: Start with question #1.
Warm prospect: Start with question #3.
Downline reconnect or PEProfile Review: Start with question #4.

CURIOSITY DIALOGUE

1. Are you in a company now? If so, what company are you working with?
2. Do you work outside your _____ business? What do you like best about that?
3. What do you like most about your _____ business, or the industry?
4. What do you want from your business?
5. What has been your greatest success, or what success are you experiencing up to this point?
6. How much money do you want to make?
7. How would your life be different if you made that kind of money?
8. What seems to be holding you back, or what is your greatest challenge right now?
9. On a scale between 1 and 10, how serious are you about taking back your business to the level you just talked about, or overcoming the things that are holding you back?

There are six types of **High Yielding Questions**. These are designed to bring you closer to understanding if you have something that can help the individual.

"Have you ever considered..." "What it would be like to make money from networking?" Or, "Have you ever considered bringing in extra income on the side?"

"What kept you from…" "What kept you from doing it?" Or, "What kept you from being successful?"

"What caused you…" "What caused you to look into the JP+ opportunity?"

Confirming… "So if I understand you correctly…" Or, "So the problem seems to be that…"

Implication… "How will your life be different if…" Or, "What would you do if you were successful in JP+?"

Diagnostic… "What are your biggest challenges in your company?" Or, "How could a predictable business system help you overcome your challenges?"

"I THINK I HAVE SOMETHING THAT COULD HELP YOU WITH THAT."