

# Questions Are The Answers

When we think about finding prospects there are lots of people but we may not be sure what questions to ask. If you do not know what to say after you FORM YOUR prospects you will have a lot of regret. Do you have the language prepared? That way your answer slips off your tongue. Has not knowing what to say has cost you a lot of money? Feel assured that many feel the same way. We want you to always have the right questions.



When people make a commitment to take action they are more motivated. Ask questions to discover their true motivation.

- Qualifying Questions-
- Benefit or solutions questions-fun questions
- Problem Questions-invite the prospect to reveal their issues
- Probing Questions-encourages your prospect to elaborate and create **emotions**
- Closing Questions-determines the state of agreement or commitment
- Coaching Questions-determines the commitment level and holds them accountable

**Qualifying question:** If I could show you a way to have a (extra paycheck) prosperous business would this be something you would want to do (would you be interested in learning more)? If you could see how being part of our program could shave down your debt would you want to know more?

If prospect says yes to qualifying questions: Then ask Why Questions. What would be the advantage to you to be working out of your home? Would it be important to you-Do you see the importance of?

Do you see the advantage?

Tell me more about what you are looking for-tell us what is in it for them

**Problem Questions:** Pain and pleasure are the motivating factors for people-Are you spending all the time with your family that you like to, would you like to have more energy, lose weight, Are you making all the income that you would like to? You are not causing their pain, you give people a safe space to talk it out-creates a bond, the spark gets light-people appreciate you when you listen, you allow them to air that, you are not judging them.

**Probing Questions:** These questions have people elaborate more on their dreams or their problems. Please tell me more about that. What did you mean by that? We are giving them a chance to process their problem; it allows them to process their emotion. You want to get them emotional. The value may transcend money. That is what happens when we cause emotion.

**Closing Questions:** Determines the state or kind of commitment your prospect makes with you. Would you agree with me that Sunrider is a great company and most people would benefit from what we have? Can you see how your \_\_\_\_\_ (problem) can be solved? How do you want to start; as a VIP or a Trainer? Which Business Plan interests you and fits your income needs the best?

**Coaching Questions:** We hold them resourceful and accountable.

What do you want to accomplish? What will that get you? What are you willing to give up? What baby step are you willing to do this week to get you closer to your goal and how will I know that you did that?

How to Coaching questions: Would you be willing to attend a live event? Since you say you are interested in building a Sunrider income, would you be willing to do a 6 week action course?

Would you be willing to write down a list of 5 people?

What causes people to take action: its emotion!

We might think it is impolite to ask or probe but it is not.

If you start talking about Sunrider, the products or the business then we are talking about us NOT THEM, then probably we are not making the right connection with the prospect. we are not driving our conversation the right way.

If they talk... we are winning, if we are talking we are losing-. We want to get people to be emotional. If they get emotional then we may get a commitment to do something about it.

We want to answer questions briefly and get them talking right away.

VIP Phrase: When we spoke last you said.....you would like to spend more time with your family, let me ask you if I could show you how to spend more time with your family would you be interested to learn more about it?

Are you spending enough time with your family right now? What is the advantage of more time?

So you are telling me that \_\_\_\_\_?

Jay W Edwards-father of closing. He always answered a question with a question. In today's world, when he got a yes it is the equivalent of an agreement or commitment. Sharp Angle Technique-(last thing out of our mouth should be question) Answer the question, then tag on a question.

Default question: Why do you ask? Example; what motivated you to join Sunrider? I love the food, why do you ask? (Not what motivated you too?)

Correct thinking: It's about them, it is not about us.