

The 5 Step Close

By Paul Kroto – DrinkACT Diamond Director and Trainer Of The Year

Before you enroll a new member it is VERY important that you put on your "Consultant Hat" and become both your prospect's friend and consultant.

The biggest problem in this industry is that people fail to properly set and manage the expectations of the people they are enrolling. It is critical that you properly set expectations with your prospect BEFORE they enroll. These 5 questions will help you properly set their expectations and guide them effortlessly into the business.

I recommend printing out multiple copies of this sheet so you have them on hand when you are enrolling your new members.

1. Based upon what you have seen, if you were to get involved in this business on a part-time basis, about how much money would you have to make each month in order to make this business worth your time? _____

2. About how many hours each week would you be willing to dedicate to building this business in order to develop that \$_____ per month income? _____

3. About how many months would you be willing to work these _____ hours each week to develop a \$_____ monthly passive residual income? _____

4. If I could show you how to earn that \$_____ per month income, working _____ hours per week, over the next _____ months is there anything else that you need to know before you get started?

5. Great! Which pack do want to start with - the Gold, the Silver, or the Bronze?