

6 Closing Questions

- 1. What did you like best about the video?**
- 2. On a scale of 1 to 10, 1 being you're not interested; 10 being "Let's sign up now," where would you put yourself?**
 - a. If below 10, "What would it take to get you to 10?"
- 3. How much money?**
 - a. Based on what you have just seen, how much would you need to earn each month to make it worth your time?
- 4. How many hours?**
 - a. Approximately how many hours would you be willing to commit each week to be earning that kind of income?
- 5. How many months?***
 - a. How many months would you be willing to work ___ hours to earn \$_____?
- 6. If I, would you?**
 - a. If I could show you how to develop an income of \$_____ a month working ___ hours a week over ___ months, would you be ready to get started?

*Use the amount of money they want to earn and the hours they would be willing to work from questions 3 and 4 to fill in the blanks of this question. If the prospect is unrealistic (they want \$10,000 a month working 5 hours a week), you could say, "that could be possible, but it would take many years of above-average success to reach that goal. Realistically speaking, how much would you like to be earning with ___ hours a week a few months from now"