

POSSIBILITY OR PROSPECT?



A Simple Interview Process will
give you the answer.

Select your setting!

Comfortable, professional home office is preferable.

- Minimizes Distractions.
- Gives a glimpse of working from home.
- Offers comfort and service.
- Conveys a level of importance on the business.
- Computer is accessible with Web Portal Home page on.
- Assorted professional business materials are in view.

THINK LIKE A
PROSPECT!



- ESTABLISH AN ATMOSPHERE OF RELAXATION AND OPEN CONVERSATION
- INTRODUCE TO OTHER PERSONS IN THE HOME
- OFFER A BEVERAGE OR SMALL SNACK
- BUILD BRIDGES
- LOOK FOR COMMON GROUND
- COMMUNICATE UNDERSTANDING

This is a seven
question interview
process....so let's
get started.

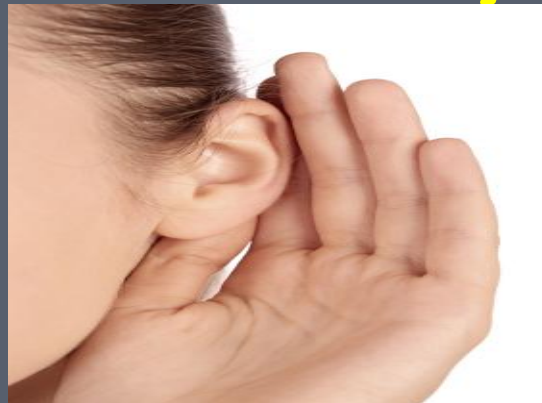
Question #1



How much time do
you have?

Question #2

Tell me about yourself.



(Do not rush through this.
Important clues here)

Question #3

How much do you
know about our
company and what
we do ?

Question #4

What would be most important for you to learn today about what we do?

Question #5

What else would you
like to learn??

Question # 6

If you were to invest some time in a part time venture over the next 1-2 years, what sort of financial return would you expect to receive for your efforts?

Question # 7

Are you interested in learning
how we are compensated?



What is our next step?

Listen, Listen, Listen.....Learn to become a professional question asker!

- Pay attention and respect the time determined by the prospect.
- Clarify questions.
- Be relaxed, professional, and engaging.
- Don't get defensive about possible objections.
- Make sure the prospect feels every question is covered fully.
- Enjoy the process!!!!

Possibility????

Web Portal Shopper. Product Customer.

Prospect????

Decide on the time frame, follow up method and next step.

If the Decision is “No”

“After we meeting with someone who may be interested in being part of our team, we always have a conversation about it and we came to the same decision that you did. So for right now, I think you made a good decision!”

Leave the door open for later based on stated reason.

Practice, have fun, and improve.



marketamerica.com
Built on Product. Powered by People.

SHOP•COM™
Shop Smart, Save Big™