

Module 6 – OPPORTUNITY

Giving Your Candidate a Chance to Grow

Of our time here together, what have you found most valuable?

If I could show you a way to eliminate _____ from your life, (read notes back to them) so you can _____ (read notes back to them) and do _____ (read notes back to them) then would you like to hear about that?

Well, it just so happens that I have a program designed especially for people like you...(tell them about your program.)

As you reveal each stage of your program, be sure to establish value by asking what that would be worth to them before moving on to telling them about the next stage.

Be sure to ask them if they want to hire you before telling them the price.

Once you are familiar with objections or concerns, use bonuses to overcome them and be sure to reveal bonuses *after* you tell them the price.

When your candidate decides to hire you, be sure to congratulate them for taking action on their dreams.
