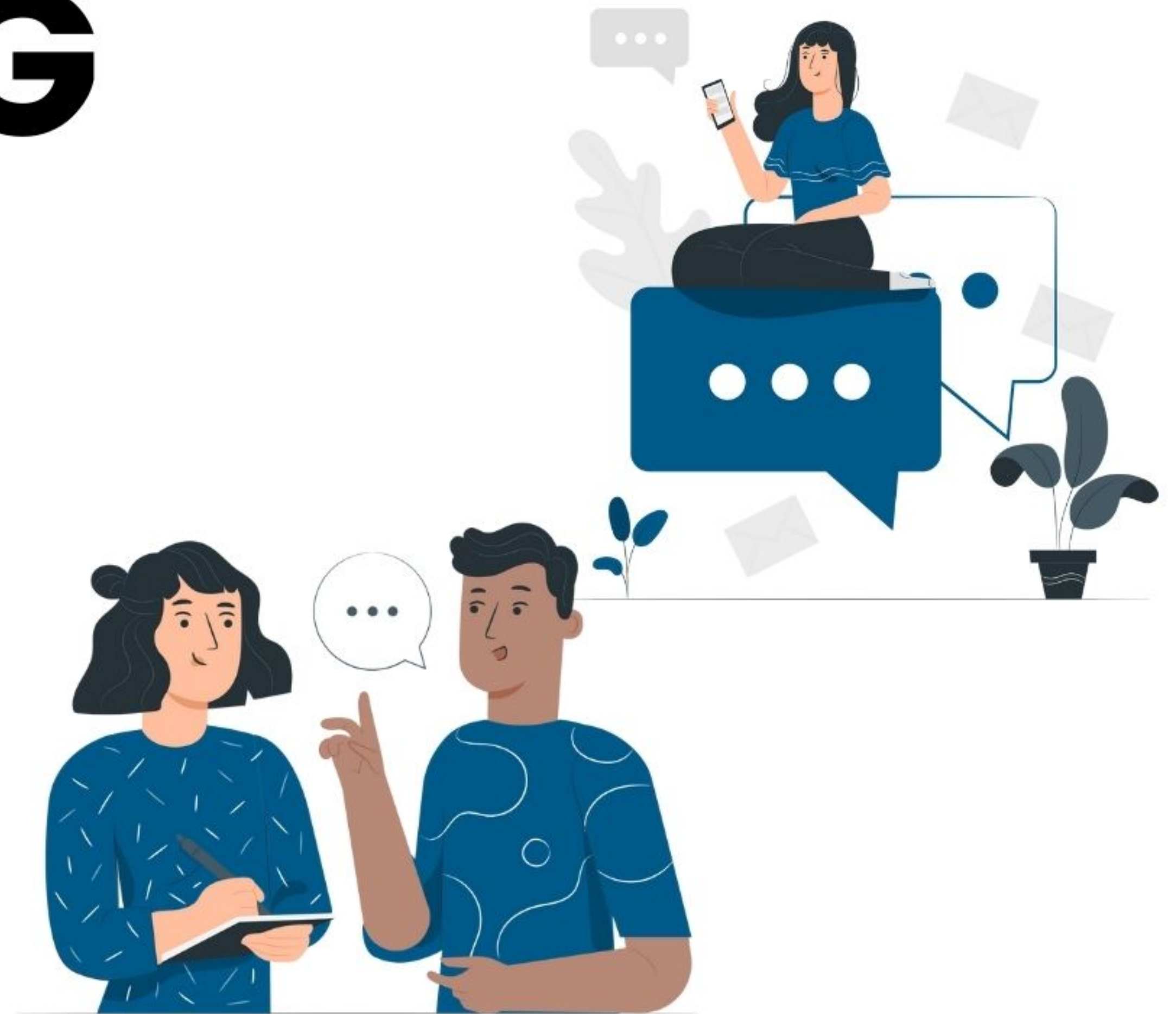


# FILTERING SKILLSET

Mastering the Skill  
of Asking Good  
Questions





# FILTERING FOR BUSINESS INTENT



**PROSPECT**



**VETTING PROCESS**

Check Interest

Text with Coach

Quality Interview 1

Quality Interview 2

See the Plan (numbers)

Follow up 1  
4 Habits

2nd Look  
(review numbers)

Follow up 2  
9 Core Steps

Review Preparedness

**REGISTER**

Amway/LTD

Set-up MyShop

Download LTD Apps

**LIST**

Organize

Customer Calls

Prospect Calls

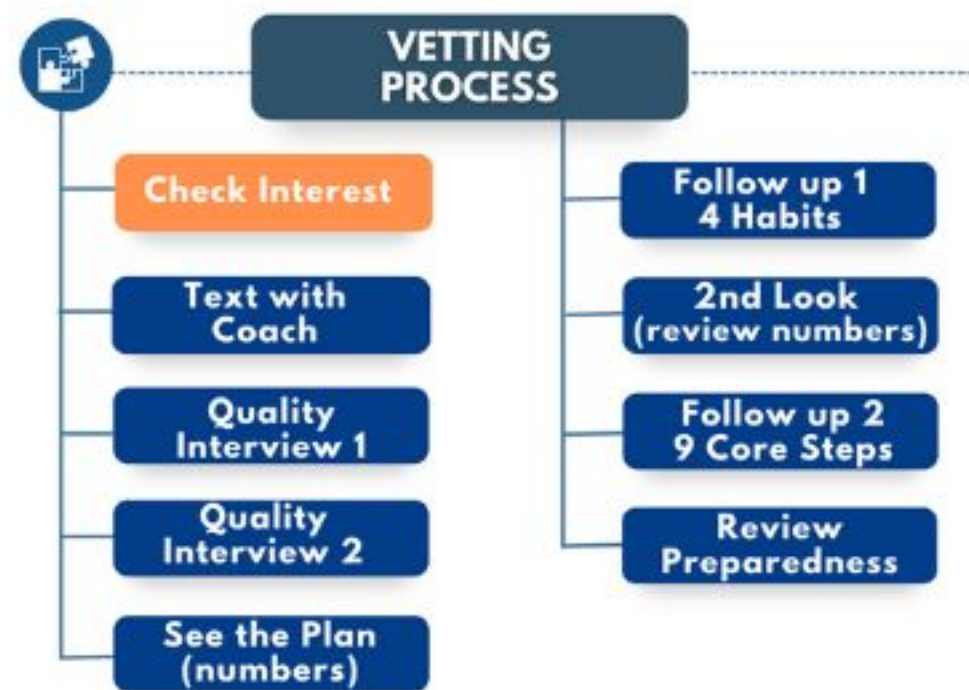


# Check Interest

**REMEMBER:** You have an opportunity that you are sharing that could benefit them if they are ready.

**RELAXED CONFIDENCE - BE YOURSELF!!**

You are the **EXPERT**. You are an expert at finding the gap and connecting people with a team that can help them close the gap in their lives.



This is a conversation either in person or over the phone. This is a guide to give you ideas, it is not a script!

Hey \_\_\_\_\_. this is \_\_\_\_\_. How have you been?

[Reconnecting]

Take time to ask what they are doing now.

Let me tell you why I am calling.

Share your compelling story -

**ASK** if they are looking for additional income or opportunity!

I know that (Coach) is still looking for a few key people. I am just getting started so I would like to set up a time with (Coach) so that we can find out if what we are doing is a good fit and answer any questions that you might have.

I would like to see if I can connect you with (Coach). I will give you an introduction through a text. I know (Coach) has a very busy schedule, but if I could connect you with (Coach), he/she may be able to coordinate a time to give you a phone call.

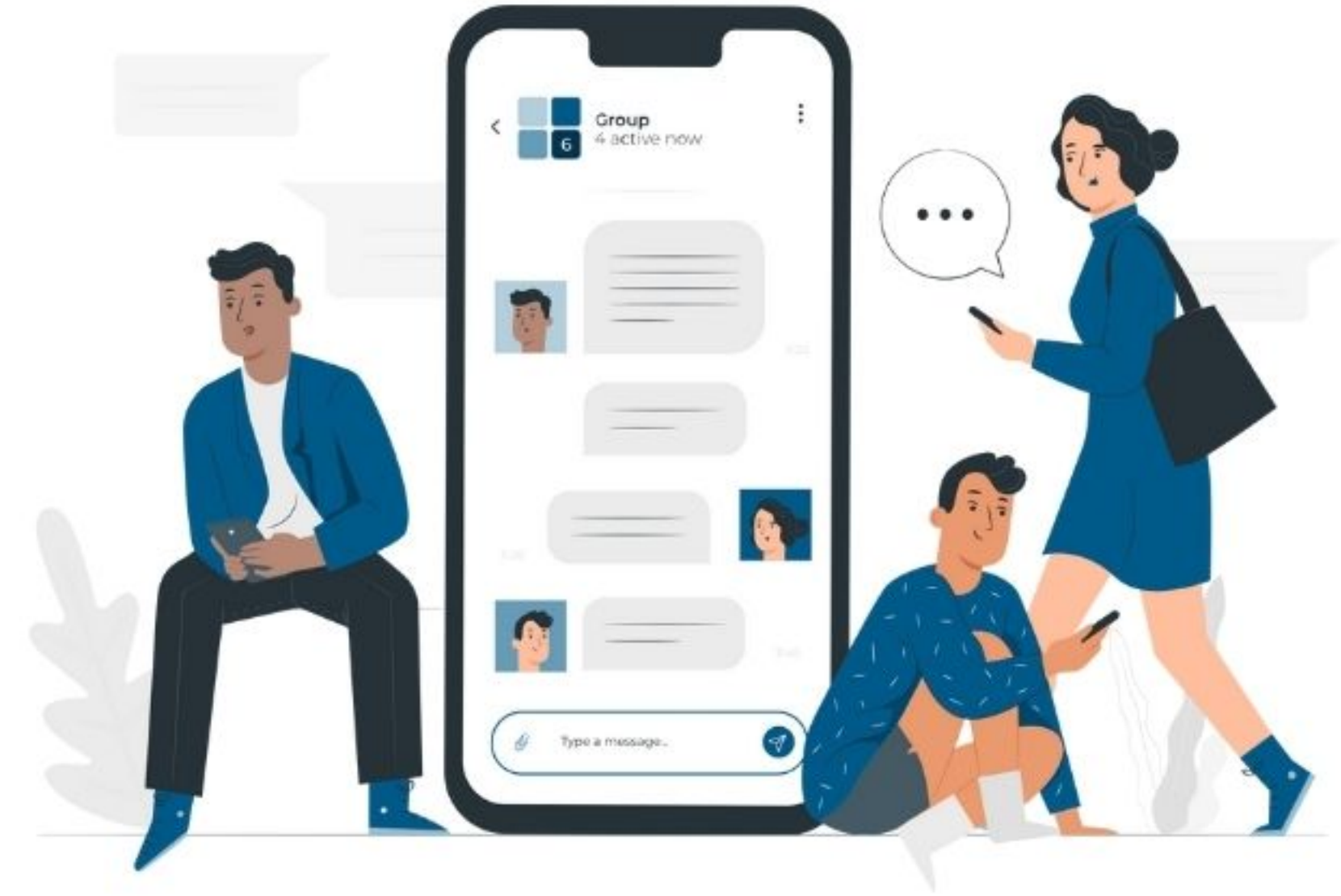
This sets you up to use the three-way text script with your coach.



# Your Mindset

## You are the expert

- An expert at finding the gap and connecting them with a team that can help them close the gap



**Master the skill of asking GOOD questions!**

**Focus the conversation on them.**

**RELAXED CONFIDENCE!!! - Be real! Be You!!**



# Connection Questions

**Make them the point of the conversation!**

- The FOCUS is THEM!!

**A List:** "How have you been?" "How have things been going?" - Relaxed confidence - YOU BE YOU!!!



**B List:** "It's been a while. What have you been up to?"

- Reintroduce yourself if it's been a while.
- Semi pro, but informal



**C List:** Pay a compliment or notice something about them.

- Be a NOTICER





# Situation Questions

**Ask questions to find out where they are in life...**

- Keep the FOCUS on THEM!!



**Family**

**Occupation**

**Recreation**

**Message**

**You are expressing genuine interest in them and their needs!**

- So what do you do for work right now?
- Are you passionate about that or is it just something to pay the bills?
- Are you from this area?
- Where are you living now?
- Are you married?
- How'd you meet your wife/husband?
- Do you have any kids?
- Do you do anything for fun?





# Message/Transition

**Transition from a text or contact to a time to get in touch later...**

- Be prepared with a BRIEF compelling story.

## **B List:**

- I am currently...
- Life has been fun, I am learning a lot.
- Recently connected with .... and I have been working on some new projects.
- What is a good time that I could connect with you on the phone?

## **C List:**

- Life's often not about what you know but who you know.
- I have recently been working with... on some business projects.
- Let's stay in touch.
- Maybe we have something that could benefit you.

**REMEMBER: It's not what you know  
but who you know  
and are connected with!**



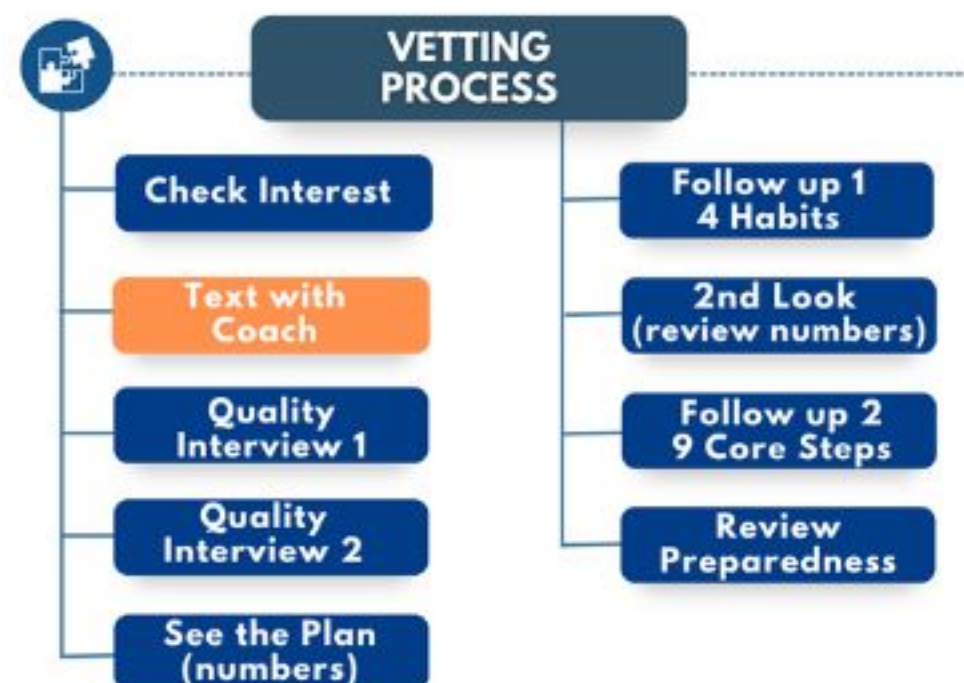


# Text with Coach

**REMEMBER: A 3-way text is a great way to connect your coach with the prospect to make a connection so your coach can schedule a time to do the QI 1 or 2.**

## RELAXED CONFIDENCE

**You are the EXPERT. You are an expert at finding the gap and connecting people with a team that can help them close the gap in their lives.**



**You send the 3-way text after you have shared your compelling story and the prospect has expressed interest in knowing more about what you do.**

**I would like to see if I can connect you with (Coach). I will give you an introduction through a text. I know (Coach) has a very busy schedule, but if I could connect you with (Coach), he/she may be able to coordinate a time to give you a phone call.**

### TEXT:

**Good day (Coach),**

**I mentioned to you that I spoke with (prospect) today. I would like to introduce you to her/him. (Prospect) has a background in (current job) but is open to new opportunity in order to (gap - why are they looking). (Prospect) is a (share some key characteristics about them that make them a good prospect).**

**You can ask the prospect some key characteristics that you can mention about them when texting your coach. You might say to the prospect, “What can I tell my coach about you to interest him/her in making time?”**

**Is there a good time that the three of us may be able to connect for an introductory phone call?**

**Make sure your prospect knows to respond to the 3 way text so that your coach knows that they are truly interested!**



# THE FILTERING PROCESS



## CREATE A LIST

Download Contacts

Organize for Prospects



## CHECK INTEREST

Conversation

Text with Coach

Quality Interview 1



## SHOW THE PLAN

Quality Interview 2

1-on-1 or Info Session



## FOLLOW UP PROCESS

Follow-up 1

2nd Look Info Session

Follow-up 2



# Audios & Books

## Audios:

- Connecting with People
- Crush Your List
- Compelling Story
- Effective Sponsoring
- New to Good to Great

## Books:

- Skill with People
- The Art of Dealing with People
- How to Win Friends and Influence People
- How to Have Confidence & Power in Dealing with People

