



Asking The Right Questions Can Increase Your Recruiting Success

Asking questions is a good way to get your prospects thinking. You can make your prospects stop, think and really consider your offer if you ask more interesting heart-stopping questions.

For example, here are two ways to ask questions. Which way do you think will get the best results?

You could ask, “How do you see your financial future?”

Or you could ask, “Will your boss guarantee you a raise next year?”

You could ask, “What is your weight management goal?”

Or you could ask, “Do you want to lose 15 pounds before your class reunion?”

You could ask, “Would you like to buy this product today?”

Or you could ask, “Would you like me to set you up so that you could buy this and other great products at wholesale?”

Asking the right questions, and asking them in a manner to get your prospects thinking the way you want them to think is important.

An excellent resource for questions for your own business is the new book by Bill Mayer, *The Magic In Asking the Right Questions*, available to order directly from the office area on your own web site.

Bill explains both the **How and the Why** of asking the right questions to help you grow your business with confidence.

Jimmy Smith